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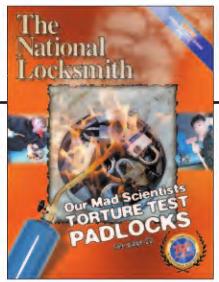
January 1999 Volume 70 No. 1

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The National Locksmith.com CLICK HERE

On The Cover...



What better place to blow off a little steam and expel a little aggression on a few padlocks than in *The National* Locksmith's Test Lab.

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COMMENTARY



Happy 70th Birthday to us!

Here we are in the first month of a new year. This is a special year... the last of a decade, and the start of a new millennium. It's a good time to look both backward and forward.

I came to this magazine at the tender age of only 25, back in 1983. That makes it fifteen years that I have been the caretaker of *The National Locksmith*, fifteen years and 180 issues. (Now that I think about it, I've given you guys the best years of my life!) I say that I am the caretaker of this publication because a good magazine outlives any human being, as has *The National Locksmith*.

A man by the name of Stan McLean started a small magazine way back in 1929, and it's the same one you're holding in your hands right now. So although this may be the start of my sixteenth year here, the magazine has just turned 70 years old. Back then, the world was only about a decade past World War One, had no television, radio was just starting, and the stock market crashed.

Not only was the world a lot different then, but so was locksmithing. Until Stan launched *The National Locksmith*, members of our industry barely spoke to one another for fear of giving up trade secrets. That meant that almost every locksmith was on his own, and yes, I mean his, because virtually every locksmith was a man. Information was hard to come by in those years, but tools were even harder. If you needed a tool, you invented it in your mind, then you made it with your hands. If you didn't, then you lived without that tool.

As time went by, people came along such as Harold Hoffman and others, and they began to manufacture and sell locksmith tools, then came businesses to distribute them, and all through these decades of progress, Stan McLean kept at it, typing up each issue of *The National Locksmith* on his manual typewriter.

Join our free E-mail list!

Receive locksmith info by E-Mail.

Write us at: NATLLOCK@aol.com

Today we not only have radio and television to inform us of the world we live in, but the Internet connects us together, both male and female locksmiths, in a new and compelling way. Locksmithing has also evolved into a new hybrid animal... not completely physical, and not completely electronic in nature.

We still pick locks and make keys, but we also install electronic access systems, look up codes in computers, and solve our problems via *The National Locksmith*'s E Mail List. I can't tell you quite where Locksmithing will be another 70 years from now. I know I won't be around to find out. But one thing I do know... another generation of locksmiths and publishers will take our place. As long as information counts, they'll

be able to count on *The National Locksmith*. And as long as security counts, the public will count on locksmiths.

Hey don't forget to vote in the Reader's Choice election. Your ballot is located between pages 102 and 105. Your vote counts so use it now!

Man Goldburg

Marc Goldberg Publisher



here are few situations in life more terrifying than being confronted with an irate individual clenching a loaded gun in his hand... and its pointing in your direction. I've been

Rounce's
Rey & Lock Inc
24 Hour Service

en

in just such a situation, and even though my confrontation involved a naked man screaming at the top of his lungs — at me — with a gun in his hand, my instincts told me he was all bark and no bite, and would not pull the trigger. Luckily my instincts were correct.

Considering the situation, and as crazy and unbelievable as it sounds, I wasn't a bit scared in the situation. I just stood there and stared at him. O.K. I'll admit that one eye stared at him while the other eye was on his trigger finger, but I never flinched. Actually, there wasn't much I could do. If he was determined to shoot me, it was either going to be in the face or the back. Oh, I'm sure I could have contorted my face, let out a yelp to startle him and then pull some Charlie Chan Kung Fu, but I'm still not convinced that all those movie stunts really work! I don't think I could be shot at, repeatedly beat with a pipe, run over by a locomotive, dropped 20,000 feet from a plane without a parachute, involved in a head on collision with a tractor trailer, have my house explode while I'm sleeping, and still survive! (Thank you very much Lethal Weapon I-II-III and IV.) Don't tell my wife that, however, I still have her convinced that I'm Superman.

Fortunately for me, my confrontation was resolved without a tragedy. Others are not so lucky.

As I said, there is probably a no more terrifying situation than having a gun pointed at you, other than pointing a gun at someone else and deciding if, or when, to pull the trigger. Just the sheer panic of being in a life or death situation — which can be determined in an instant — and deciding to take the life of someone, is unimaginable. I have never been in such a position, but James Chaudoin has, when he found himself in the middle of a domestic dispute.

Chaudoin is a locksmith for Bonnet's Key & Lock Inc. in Lafayette, Louisiana. Bonnet's is the oldest locksmith business in Lafayette, established in 1948 by George Bonnet Sr. The business is still family owned and operated by his daughter Julie Bonnet, son George Bonnet Jr., and

Pool House Shootout

granddaughter Julie Champagne. James Chaudoin, whom they refer to as "Bud," is the service manager.

Around 12:30 a.m. on September 22, Chaudoin received a call from the answering service informing him that a customer called, requesting the locks on her home be changed that evening. The customer indicated that she was having problems with her boyfriend, and that the two had an argument earlier in the day. Her boyfriend had a key to her house and she did not want him to return.

Chaudoin responded to the call, and upon arrival at the residence, he noticed a car pull behind him and park, blocking him in the driveway. Chaudoin was concerned that it might be the woman's boyfriend and felt that it would be best to let her tell him who he was and why he was there... but she didn't.

chaudoin exited his vehicle with a couple screwdrivers in his pocket and proceeded towards the home, which was a pool house located behind an unoccupied main house that was up for sale. As Chaudoin rounded the pool to access the house, a woman, standing at the front door, shouted "He has a shotgun!

Continued on page 8.

Greg Mango

Greg Mango Editor



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Continued from page 6

Chaudoin turned to find a man standing on the other side of the pool with a shotgun nestled on his shoulder aimed at him, as he threatened to kill him.

The property was surrounded by a tall fence and in a panic Chaudoin ran towards the house pushing the woman inside. Once inside the woman started franticly running through the house. Not knowing where else to go and assuming the woman did, Chaudoin followed her right into a bedroom... with no windows, and no exit doors. Trapped inside, all they could do is slam the door shut and wait.

The boyfriend was soon outside the room and with a vicious kick, the door frame splintered to pieces as the bedroom door swung open. He lowered the shotgun on the woman and professed "I will kill y'all!"

chaudoin grabbed the barrel of the shotgun and the two struggled for control. Chaudoin tried to tell him that he was a locksmith there to change the locks, but his words fell on deaf ears. The struggle escalated, ultimately leading to the kitchen where Chaudoin eventually gained control of the weapon as he knocked the man to the ground.

Once in control of the shotgun, Chaudoin proceeded to his service vehicle to call for help. While doing so, The boyfriend — bloodied and bruised — followed Chaudoin and physically attacked him in the driveway as another altercation pursued. Still in possession of the shotgun, Chaudoin prevailed and again tried to call for help.

While Chaudoin was on the phone the man darted to his car parked behind Chaudoin's. The next thing Chaudoin heard was the woman shouting out "He's got a gun!" Chaudoin turned as the boyfriend exited his vehicle with his arm behind his back as if trying to hide something.

Chaudoin ran to the front of his truck for cover when the boyfriend suddenly appeared from behind his truck with a pistol pointing in his direction. Chaudoin fired once, hitting him in the abdomen. The boyfriend died at the scene of the crime.

The Lafayette Parish Sheriff's office has concluded that the fatal shooting by James Chaudoin was justifiable homicide and no charges have been filed against him.

I spoke with both Julie Bonnet and James Chaudoin about a month after the incident. It was very apparent that this unfortunate occurrence had troubled them both deeply. Julie said that in her 50 years in the locksmith business, this was by far the most horrible experience ever. "Bonnet's has always offered 24-hour service," Julie said, "but because of this event, we have elected to discontinue service calls between 11:00 p.m. and 6:00 a.m."



After his ordeal, James

took a week off to clear his head and come to terms with what is sure to have been the most traumatic experience of his life. He even spent time with a therapist after a few restless nights struggling with why this had to happen.

When we spoke, the one thing that seemed to trouble James the most was the fact that the man he shot had children he left behind. He also realizes that the table could have easily been turned, and felt that no matter how he tried to reason with this individual, he was given little choice but to try and save his own life.

In hindsight, James said that he should have requested a police escort. "When I received the call" James said, "I knew it was a relevantly trouble free neighborhood and felt safe going there at night. I have since learned that in domestic disputes, the type of neighborhood is of little consequence."

Since going back to work, James said that he now approaches every job more cautiously than ever. He hopes that this story will cause others to do the same.

You can ask any police officer anywhere in the country what their most feared situation is and they will tell you domestic disturbances, and it doesn't matter if it occurs in a poor neighborhood, middle class neighborhood or in the Ritz. Domestic disputes are the most volatile, potentially explosive situations you will encounter. They

should always be dealt with cautiously. Never assume or leave anything to chance. If possible, don't service this type of call alone. If you

must, try to get a police escort. In most cities, if you call the police and explain the situation, they will dispatch a unit to the scene.

ank foreclosures and real estate evictions are also situations that you should take seriously, even if the bank or real estate agent claims the property is vacant. Many times it won't be, and someone unbeknownst to you will consider you a serious threat. When servicing a vacant property, check every room possible to assure no one is

lurking. Even if there is only a transient sleeping there, get out and let the authorities handle the situation.

The bottom line is, there is no job worth losing your life over. If you are on a job and the little hairs on the back of your neck start to stand on end, that's a panic alert sensor that has evolved over millions of years warning you to evacuate the situation. Don't ignore it!

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January

1999

Letters

The National Locksmith is interested in your view. We do reserve the right to edit for clarity and length.

A Treasured Companion

I just wanted to thank everyone on The National Locksmith's e-mail list for all their great help and advice. I am just starting my business and it is frustrating at times when it is slow, but the bills keep coming in. When I am writing more checks than invoices, something is wrong! I just want to thank everyone again for their help and advice. It is very nice when we can all work together and share tips, ideas and knowledge like this. Thank you National Locksmith for providing the opportunity for us to be able to get Tom C. together like this. E-Mail

Publishers Note: We're glad you are enjoying the free e-mail list from *The National Locksmith*. To subscribe to the free list, simply send an e-mail to NATLLOCK@aol.com, ask to subscribe to the e-mail list and be sure to supply the code numbers from your mailing label. Marc Goldberg

Greetings from Tennessee

After reading Greg Mango's editorial (Everyone's Doing It!) in the October issue of *The National Locksmith*,

The National Locksmith
1533 Burgundy Parkway
Streamwood, IL 60107
Attn: Editor

I find that locksmiths have much in common. I too have pick sets stashed in seldom used tool boxes, the glove boxes of every vehicle I own, my wallet etc. Every locksmith I know is disturbed by the Kwick Pick being promoted through unregulated retail outlets, however I don't see our industry loosing any business to this tool. I believe locksmiths will gain some respect when Kwick Pickers try their luck at picking something other than a stair-stepped Kwikset.

Seeing how you like picks as much as I do, I'm sending you a couple of barrel bit picks that I made. Jake Jakubuwski published a tip on how to make them in the March, 1998 TNL Technitips column. Enjoy these picks and keep this publication coming.

Leo Koulogianes Tennessee

Editors Note: You're a man after my own heart Leo. Your generous offerings are a welcome addition to my collection, and knowing me, I'm sure these picks will be used to get me out of a jam some day Thank you so very much. Greg Mango

Curing a G.O.A.

In response to a letter from Bob Galick in the October 1998 issue. Bob Galick's concern over what we call G.O.A.'s (Gone On Arrival) is a very valid and frustrating worry. In our company we handle this situation in one of two ways. If we are concerned that a car lock out customer might gain access himself on a particular opening (i.e., simple cars such as older Hondas or older Chrysler products) we ask for the customer's home address and phone number when we take the call. By simply asking for this information and then you go out and find it to be a G.O.A. situation, you can mail these nice folks a bill.



The second method we use, if we are really worried about it becoming a G.O.A. (i.e., "My neighbor is still trying with a hanger") is to state that we will need a credit card number over the phone to secure our service. If they do not have a credit card or are unwilling to give this information out, then we turn down the call.

Kevin J. Wigner Indiana

Question to All

I've got a question for you and all locksmiths out there. I received a letter and an application from "The Auto Help Line of America," asking me to join their network of auto lockout services. I have never heard of them before and am interested in any information you or anyone else may have on this service company. Their letterhead is out of Brooklyn, NY.

King's Locksmith

Editors Note: If anyone has information on this company, please let us know and we will pass it along. Greg Mango

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What's Taxable?

Can you provide any written articles, which address the subject of what service should be taxed by the locksmith? I am in California.

Tony's Lock & Security Service California

Editors Note: I am not sure if what goods are taxable varies from state to state. Any input from our readers would be appreciated. Greg Mango

Lock Picks & Spying Eyes

This is a two-part letter, the first part might interest you, the second part should concern you as it does me.

First, after reading Mango's Message on the Kwikpic in October, I must say that I have seen this wonderful toy in several catalogs. One of the catalogs was Northern Tool & Equipment. Have you seen the Bud K knives collectors Catalog? They have lock picks, pick guns and a "Secrets of Lockpicking" book, and under each ad it says the following: "By purchasing locksmithing tools, the buyer asserts without fraud or deception that he is an established member of the Locksmithing Industry or other qualified personnel".

Another thing I have seen in the Business Buyers Guide, 1998 AT&T National toll free directory under the security section is a listing for Incite Technologies Corp., 888-LOC-PICK "Spy and Locksmithing products available to the public." They offer a free catalog. I called to order one, but it has not arrived yet.

Second, a month or so ago, on the NBC show Hard Copy, they had a segment on locksmiths. It was a sting where they set up a house and called different locksmiths to see if they could get in the house without any ID. Well, they did, as well as the car in the driveway and one guy opened a Sentry type lock box, all without proper ID. When confronted, some realized their mistake while others just left without comment. Last week on the NBC 4 News they had a segment called "Danger At Your Door." Yes, it was another sting to gain entry to a house. They did state that quite a few would not

even come out without proper ID, but a few did with no questions asked. There was one guy that asked for the "color of carpet." I guess this was a form of identification. All this was on film.

I do not know if this is just a California problem or not. It probably is not. There is one thing I do know, this is not good for business. All of these were done in a neighborhood. If you cannot get ID, at least ask a neighbor for ID. Someone next door or across the street, etc. If the people do live there, then most likely somebody has seen them there before. We hold a position of trust, so let us keep it that way.

Robert F. Jennifer California

Editors Note: Thanks for the letter Robert, and yes, the first part did interest me and the second part does concern me. I have written more than one editorial regarding these sting operations on locksmiths, and no, this is not just a California phenomena. News teams from around the country have had locksmiths in the crosshairs of their camera as they lure them into their pranks, like pawns, for several years now... and will continue to. It's not good for the individuals involved, the company they represent or the industry as a whole, but no matter how hard you try, there will always be those who just don't care. Greg Mango

Caption Catastrophe

As I was reading through the October issue of The National Locksmith, I came to the article on HPC's KeyTrail. Your illustrations are a good representation of the screen shots, however the captions don't always seem to match the picture. I know that editing is a tough job and inaccuracies creep in when you aren't looking, however keep working towards perfection. You have a magazine that each one of us can be proud to have in our possession.

Please keep the information coming, even if the editing gremlins switch pictures and captions around.

Thanks for the great work.

Gaylord Hanson

E-Mail

Ethics Violation

I have been slow to renew my subscription to *The National Locksmith* as I have been trying to determine the appropriate number of subscriptions that I could reasonably keep current with each month. In fact, I am pretty sure that my subscription has now expired.

Now that I have read Greg Mango's comments in the October 1998 issue, I am convinced that I will not be resuming a subscription. His comment of "no harm done, no one was hurt" to excuse his actions in helping a friend to trespass in another persons house troubles me deeply. While this could be fodder for a lively debate in your publication, it violates professional locksmithing ethics that I hold dear, and therefore I choose not to support a publication that finds such an attitude acceptable.

> Charles Cameron, CML North Carolina

Making The Most of It

I myself have had a AAA contract for the last six years and even though it is a 24-hour, seven day a week job, it has been lucrative for me. Sure, there are downsides to the contract, but the bottom line is the bottom line, and AAA is a good filler for me. As far as AAA not paying enough, that depends on what you do for them. On lockouts the pay is not the greatest, but in my area the tow companies still get the lockouts and I only get what they can't open. A lockout is called a T-6 and pays \$14.50 plus mileage. However, if I'm called for an emergency opening (no one else can handle it) the call is upgraded to a T-9 which pays \$55.00 for the opening.

On all other calls, keys locked in the trunk, lost keys, broken keys in locks, vandalized ignitions or the like, I charge a premium because of the extra paperwork and hassles for processing their bi-weekly checks.

AAA alone may not be enough to make a living from, but if you make the most of it, it can be a nice supplemental income.

 Π L

Marc E-Mail

E-M

Security Café

DROP IN FOR TOOLS, TECHNOLOGY & EQUIPMENT

The Car Opening |

Business



The Lok-Itt Auto Security Devices

The Lok-Itt Company presents The Lok-Itt Auto Security Devices, the latest bit of bad news for the would-be car thieves. Features include: attractive durable construction, antisteering bracket, and best of all you can drive with the unit in place. Fits most GM and Ford vehicles and Chrysler Jeeps.

Locknetics
Immediate Egress
Exit Devices



Locknetics Security Engineering recently expanded its Series 6000 SmartExit™ devices with the introduction of three new immediate Egress models. The 6010EUH is a hard-wired system with programmable access control. The 6010EUB is a stand-alone unit that operates with four AA batteries and also offers programmable access control. The 6010BAC is hard-wired and connects to any access control device with a DPDT contact. All three electromagnetic locking systems comply with the NFPA 101 Life Safety Code and are UL listed.

The microprocessor-based models (6010EUH and 6010 EUB) feature SelectEntry™ or Touch-Entry™ programmable access control for use with user codes or TouchEntry™ data keys. Up to 150 users may be programmed at each device and a 100-event audit trail is standard. A 500 user/500 event audit trail option is also offered. Toggle, lockout, one-time user and double use are standard functions.

Award-Winning
Security Intimidates
Car Thieves

Looking for effective security that stops thieves from even thinking about entering a car?

The new Auto Taser intimidates thieves, and is untouchable when disturbed.

In the 40 weeks it has been on the market, not one car armed with Auto Taser has been violated, let alone stolen.

Auto Taser is four security systems in one and is very easy to use. Simply lock it onto the steering wheel; it is designed to protect both the stereo and vehicle. When armed and Auto Taser's motion sensors detect an intruder, a 130 dB siren warning is sounded before more aggressive countermeasures are initiated. After the warning, Auto Taser activates intimidating and untouchable bright, blue arcs electricity. Anyone touching it will be forced to "let go" by a safe, yet unforgettable 50,000 volts. Plus, the code-hopping ability of the remote control prevents anyone from scanning and successfully getting past the system.

Starting a Car Opening Business

Over 29 years of experience in the car opening business is packed into this manual on how to start and run your own

car opening business. The standard operating procedures developed and written in this manual will save you

thousands of dollars and many years of frustration in this unique and very profitable business. This information is not available anywhere else.

Milman Custom Key Tags



Key Tags are an inexpensive way to advertise and keep your customers coming back to you. Add a tag to a set of new keys or key chain and the next time your customer needs a new key cut, they are sure to remember you.

Milman will customize key tags to hold your store's name or logo on one side and telephone number on the other.

Each key tag is made from buffed pewter and measures 3/8" x 7/8" in size and comes

with it's own ring.

Simply send Milman Manufacturing your store name and telephone number and they will do the rest.

YORTEC Electromagnetic Locks and Electric Strikes

YORTEC is a professional manufacturer of Electromagnetic Locks and Electric Strikes. With years of experience making magnet lock and door strikes, YORTEC managed the most efficient and cost effective ways to produce the highest-performance magnet lock and door strike. Currently many reputable companies in the U.S. and Europe use their products. Along with the progress of the technologies, YORTEC promises that they will always deliver the highest quality/price rate products to satisfy their customers.

Sidewinder Industrial Fiber Optic Borescope

Sidewinder Products Corporation is proud to offer the most affordable high quality industrial fiber optic borescope available,



S E C U R I T Y C A F É

designed with the same features as some of the most expensive flexible scopes in the market. The Mongoose is made in the USA to medical standards with a 10,000 pixel imaging guide, 120° articulation, 50° field of view, steel coil shaft with water tight sheathing, focusing eyepiece with 60 X

magnification, and a glass covered distal lens. Side winder Products offers a limited one year guarantee and complete warranty and repair service.

The Mongoose Kit includes the Mongoose, 20 Watt Halogen light source, 6 feet of fiber optic light guide and durable storage case. Options include remote light source, 150 Watt Halogen light source, CCD color camera, video printer, monitor and magnetic retriever (for use w/channel). Angled view tips

30°, 60° and 90° will be available later this year.

Creative Commands Handy-Touch™ Garage Door Transmitter

Creative Commands Corporation proudly introduces Handy-Touch™, the revolutionary replacement

garage door opener transmitter /receiver that installs in min-

utes and is activated from a car's cigarette lighter socket.

Available for most American, Japanese and European cars, the Handy-Touch™ transmitter requires no modification to the car's electrical system. Simply slide the transmitter into the cigarette lighter socket and it's ready to go. With Handy-

Touch™ you will never have to worry about having dead batteries, because it draws power directly from the socket. The receiver unit installs easily on all garage door openers and connects

directly to existing opener hardware. Handy-Touch™ has an effective range up to 150 feet and it will also work in parallel with other transmitters.

Orion Pacific Auto Locks

Orion Pacific Trading Company is Proud to introduce a new line of high security automotive door and trunk locks for the import market.

Solex brand high security automotive car and truck locks feature a unique



tubular key design that makes the lock virtually pickproof and a strong deterrent to vandals and thieves. Solex locks are designed to be correct replacements for the original equipment locks and feature high quality construction. Each set comes complete with three locks (two doors and trunk), or two locks (two locks for trucks), four tubular keys, handsome keychain, and complete installation instructions.

Continued on page 20

The National Locksmith: GM Sidebar DECODER SYSTEM Decodes the GM 6 cnt sidebar Works on 148 Model and Year cors!

4100 National Publisher Co.

By Thomas Thill

GM Sidebar Lock Decoder System

Tom Thill, the author of a new book, has invented an amazing new way to make keys for six cut GM Sidebar Locks.

CLICK HERE TO LEARN MORE



#TT - 1

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Continued from page 17

S E C U R I T Y C A F É



U.S. Lock introduces a commercial key control program for Interchangeable Core. Authorized dealers can now enhance their commercial sales while providing a higher level of security and key control. The Encore system is comprised of unique patented keys designated as the RC Keyway. U.S. Lock also offer uncombinated RC cores in 6 and 7 pin lengths that come with a lockout pin providing 2 levels of security. The system

is Interchangeable with cores manufactured by Arrow,

Best, Falcon and KSP.

Additional features include RC Keyblanks that cannot be duplicated, assigned protected territories, restricted system distribution and a complete line of mortise and rim shells for IC Cores as well as a c c e s s o r y

components to handle any application.

MEDECO® Launches SiteLine™ sdc.

SiteLine™ sdc is a standalone, high security system and is the only access control



product on the market offering the dynamic duo of electronic and high security mechanical access control in one unique dual function, affordable credential (key). A true dual technology credential

has electronics incorporated on or into a mechanically capable blank with cuts/bitting to be used with traditional mechanical cylinders.

The SiteLine™ sdc software supports up to 255

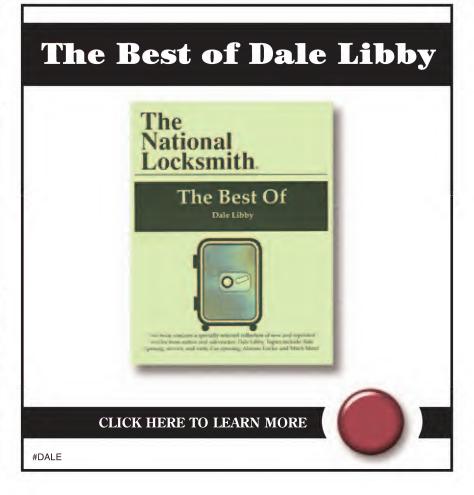


Chicago Lock Expands Sliding Door Lock Line

Chicago Lock Company has introduced two new sliding door locks. Unlike many

OEM sliding door locks, Chicago Lock's new Rotary Disc and ACEII® models are operated with a spring bolt locking system. Simply turn the key and the bolt is released to unlock the unit. After removal of the key a simple push on the cylinder relocks the unit. The Rotary Disc model is designed for maximum security with a unique convenience key that guards against unauthorized duplication. The ACEII® tubular lock provides excellent security at a value price. In addition, the expanded masterkeying capability of both locks provides added security and personnel accountability.





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S E C U R I T Y C A F É

individual readers (divided into any number of groups). The programming software allows the user to maintain a database of users and the access schedules for specific dates and times each user can access those doors.

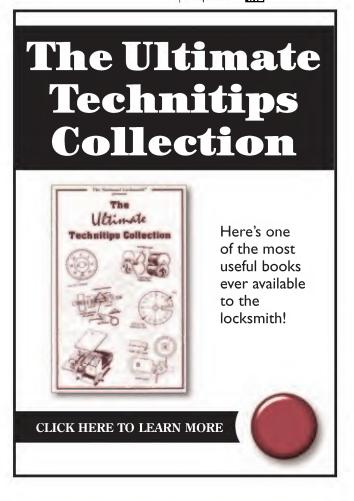
SiteLineTM sdc controls access for up to 1,200 users per door and 10,000 total users in a system and provides an audit trail of 800 transactions per door. It has the capability of supporting four access schedules: one 24-hour/7 days per week schedule and three user defined schedules.

New Electric Strike Templates by Major Manufacturing

Major Manufacturing has expanded the available models of electric strike templates for aluminum door work. Models are now offered for Adams Rite, Rutherford and HES for 4-



faceplates as well as the larger 6-7/8-inch faceplate used to retro fit a latch and electric strike into a door prepped previously for a deadbolt lock. Templates are available for both offset and center hung doors. The use of a router equipped with a 3/8-inch outside diameter template guide and 1/4-inch bit is required.



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TORTURE

IN THE



Greg was in a foul mood.

I think, perhaps, it was because White Castle had accidentally slathered his cheeseburger (known here as "sliders") with onions; you know, those little tiny shreds that not even Greg could fully pick off. He hates onions and specifically ordered his sliders without onions. When he pulled his freshly steamgrilled burger out of the box and saw the tell-tale signs of onions, he went postal.

Now, I had two options. I could fire Greg for his unprofessional

behavior of threatening bodily harm on the individual who dared to cover his burger with onions, but this was an unacceptable option...first because I like his wife, second because it would mean that I'd actually have to do some work around here. That left me backed into a corner with my only other option: **TORTURE TEST!**

Looking wildly around the room, I spotted a group of shiny, new padlocks, still smelling fresh from their blister packs, not even a fingerprint on them. I began to

by Marc Goldberg

chuckle and growl simultaneously. Greg heard the noise, and the hair began to lift on the back of his neck.

"Torture Test?" he inquired softly...menacingly...onion-dotted foam beginning to form at the corners of his mouth.

"Torture Test," I affirmed. Thus it was that Igor and I, umm Greg and I, began the preparations.

We decided to put to the rack a group of good locksmith-quality padlocks, and one El Cheapo brand imported lock to see how well they would endure.



1 Igor, uh I mean Greg, begins the process of arranging the locks in our Scientific Test Lab, otherwise known as the parking lot. Notice the weeds growing in the cracks. Don't let yourself be fooled into thinking this represents lack of maintenance. We planted them for atmosphere.



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2 Here they are, nestling together for comfort...brand new, unbroken in spirit, not a mark on them. From upper left our subjects included: Mul-T-Lock model #13 with a 1/2" shackle diameter and protector; Abloy model #PL240 with a 3/8" shackle diameter; Abus Diskus model #24/70 with a 3/8" shackle diameter; in the middle is a Master model #5KDA with a 3/8" shackle diameter; APR model #BP50 with a 5/16" shackle diameter; Almont Re-Key with a 5/16" shackle diameter and finally on the bottom row two El Cheapos purchased at a local hardware store.





We put an emergency call into Dale Libby asking him to bring over his best lock picks. Perhaps he misunderstood, and lent us his four-foot bolt cutters instead. Wasting no time, Greg leaned into his work with glee, attempting to chop through both the APR and Mul-T-Lock padlocks.

As you can see, the APR lock took quite a lot of abuse, yet still refused to die. The shackle remains intact despite the mark, even after Greg and his onion-breath jumped up and down on the bolt cutters. The Mul-T-Lok, however, truly put Greg into a rage when it barely scratched after his best efforts.





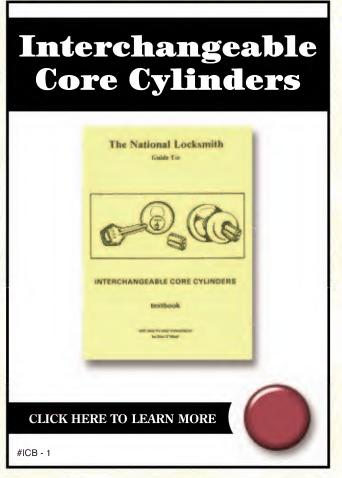
That's when he went to work on the poor, defenseless El Cheapo brand, available at a hardware store near you. Greg merely placed the padlock into the bolt cutter shown here, and the shackle gave up the ghost. The sliced shackle is not shown as most of it will need to be removed from Greg's eye at a later time. We'll get around to scheduling that soon.



6 No, these locks are not cooling down on a comfy bed of snow after getting all sweated up about the tortures to come. They're actually laying on a mound of rock salt. We soaked these babies for a while in brine, and then tested their usability. All the locks worked rather well, except that the El Cheapo was a bit sticky after it's bath. Both Greg and I considered out corrosion attempt to be a failure, and we began to think desperately of how to harm these padlocks for real.



That's when we spotted our garbage dumpster. (Doesn't everyone have a dumpster in their Scientific Test Lab?) Locking the Abloy and then the Almont padlocks onto the dumpster, we attempted to use a pry bar to remove, or at least damage the padlocks. I'm ashamed to tell you that we merely blistered our delicate hands, and did little harm to the locks.





By now, Greg was very frustrated. He ran to his car, and brought out a propane torch and his Halloween mask. He began to grunt, and motion to me, using the universal signals which translated to: "Boss, I'm gonna burn these suckers into submission!" I looked at Greg holding both a torch, and a metal tin full of padlocks in his bare hands, and I began to ponder. I stared down at the lighter in my hand. Weighing out the possibilities in my mind, I argued to myself how much fun I could have watching Greg torch those locks, while holding the tin. Just then the Workman's Compensation bill came to mind, and I blinked.



9 "Greg," I said as gently as I could, "why don't you put that metal tin down and burn those pesky padlocks on the ground?" His reply came as follows: "Duh, ok Boss." And here are the results of that brainstorm...Greg down on the ground, next to a tin of flaming locks, his crazy eyes-and plastic mask-only inches from the flames.

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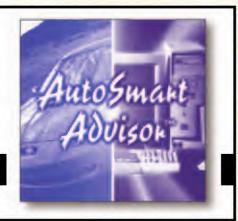
10 As you can see, we got those babies really hot with the help of both the torch and what arson investigators would call an "accelerant."



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#ASA - 2000

'Igor!" I yelled! "Don't pick those locks up with your bare fingers!" ...but it was too late. In a frenzy to see the damage he had done, Greg picked up the locks and blowing on his hands, inspected the results. While the padlocks certainly did get hot, the results were mostly cosmetic...both, I might add, to the locks as well as Greg's fingers. (He can still type fine in bandages.)





12 By this time desperation was setting in. Greg picked an onion bit from between his teeth, and I scratched my head. Just as we were ready to throw in the towel, up walked Glenn Butcher, husband of our own ad saleswoman Debbie Schertzing. "A 300 pound gorilla!" I exclaimed, "Perfect!" After Greg peeled Glenn's fingers off my throat, we tossed him the Mul-T-Lock, showed Glenn our array of Torture Test Tools, and told him to take his best shot. Glenn looked at us as though we were pansies, snarled at us to get back, and he began the 300-Pound-Gorilla-Pull-Test. After straining and sweating mightily, Glenn threw the unharmed lock to the ground and stalked inside. "Maybe he broke a nail," Greg suggested.

13 That's when I got mad. Oh sure, up till now I was prepared to let Greg lead us through this editorial nightmare, but by this time something had to be done. That's when I spotted the sledge hammer. "What's that doing here?" I asked Greg. "I asked Dale Libby to bring over his favorite car opening tool," he replied casually. So here I am preparing to bash the locks which I had neatly arranged waist high on the trunk of Shipping Manager Sean Selby's new used Jetta. "Uh Boss," Greg offered, inspecting an onion shard under his fingernail, maybe you shouldn't smash 'em on Sean's new used Jetta." "Harumph," I snorted, "I would have thought of that myself!" (I put the locks on the ground.)



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Before I give you the results of the smash test, let me warn you not to try this at home kids. The locks persisted in flying through the air each time we struck them, narrowly missing parked cars, and vital body organs. Now you can see from the pictures that we wreaked a satisfying amount of havoc on the padlocks. Notice the scrapes on the Abus, the bashes on the APR, the marks on the Master, and the dents in the Mul-T-Lok! That's the good news...the bad news is that we did not succeed in breaking a single one of these locks.



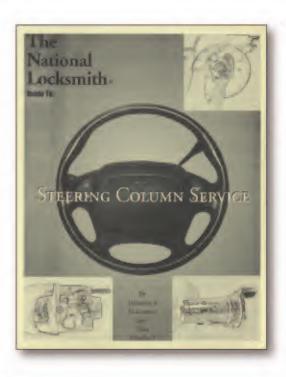








15 Shown is the exciting conclusion of our Torture Test experiment. Yep, you guessed it! We broke the El Cheapo brand lock with a couple of taps of the sledge.



GM Steering Column Course

Comes complete with take-home test so you can become certified on GM steering column service! Authoritative training on every domestic GM column from 1967 to 1995.

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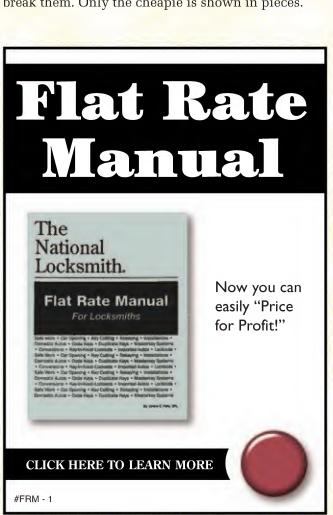


#GM - 2

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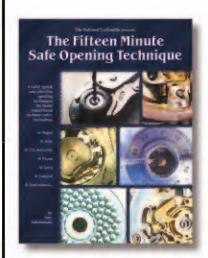
16 Although we're not showing all of the locks in this photo, you can see that the locksmithquality padlocks passed the tests with flying colors. Oh they may be uglied up a bit, but we never did break them. Only the cheapie is shown in pieces.





In conclusion, let me point out the serious side of this story. There really is a difference between the locks you sell your customers and the locks many consumers pick off the rack at Harry Homeowner's Discount Emporium. You, the locksmith, sell a quality product designed to perform and to last. Harry often sells whatever is cheapest, but still looks secure. Consumers should look to locksmiths to purchase the right lock for the right application, one that will take abuse yet still function. Oh, yes, about Greg. Last we've heard, he's resting comfortably, and the therapists expect to get the melted mask off his face in another few treatments.





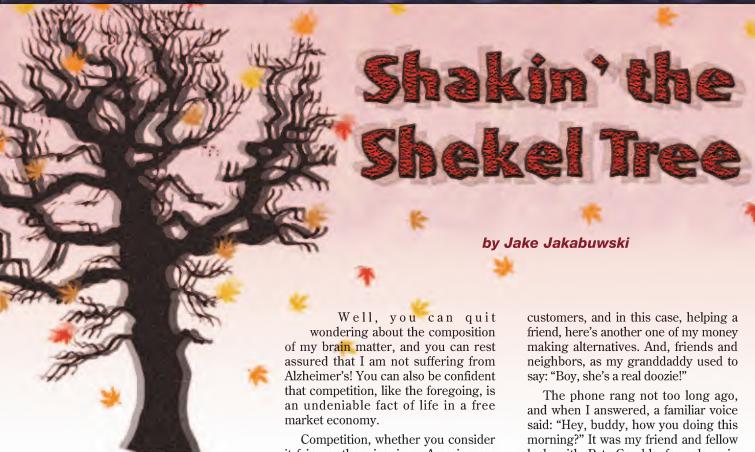
This book deals exclusively with round head lift out doors. Shows five ways to open a Major; three ways to find the Dog Pin on a Major; four ways to open a Star; four ways to open a LaGard style round head.

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#JJ - 1



ver the years, I have written numerous articles about alternative methods of making money as a locksmith. I've photographed and documented jobs that detailed replacing doors, replacing hinges, installing door viewers, fabricating specialty locking devices and installing security mirrors. I've showed you how to replace pivot hinges on narrow stile aluminum framed doors, and how to install a variety of electronic hardware and full surface replacement hinges. I can truly say, "I've been there, and done that," when it comes to the alternatives I've written about.

During that time, I've stated and still maintain, that if home centers and hardware stores with pinning kits; or bag boys, police officers, and tow truck drivers with opening tools are conducting business in what you feel should be your territory, wish them well. If anyone taking, thinking about taking or have completed a mail order locksmith course, and just rekeyed Sallie's Shop of Sartorial Splendor which you consider your customer give them your blessing.

At this point you might be wondering if the termites have been gnawing on my wooden head again.

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it fair or otherwise, is as American as apple pie, free speech, freedom of religion and the right to name your off-spring Cornelius, if you so choose. Besides, in my opinion, if you're sitting around waiting for the phone to ring so you can race the cops, tow truck operators and helpful citizens armed with coat hangers to the next car opening, you need to re-examine your priorities.

As far as Sallie's Shop of Sartorial Splendor is concerned, she and her business is the customer of a locksmith Sallie happens to call. However, customer loyalty is built upon trust, service, competency, personality, and sometimes, just plain dumb luck. Besides, customers such as Sallie's Shop of Sartorial Splendor, the argumentative drunk or irate cheapskate that calls you out at 2:00 a.m. to retrieve the keys from the trunk of their automobile, is usually not the type customers that present you with opportunities to gather serious shekels.

Just to clarify matters: I am not a carpenter, iron worker, welder, glass cutter or structural engineer. Just like you, I'm a full-time locksmith. However, I'm a locksmith that hates to see major shekels, that could be mine, wind up in somebody else's pocket for no other reason then I said, "I don't do that." So, in the spirit of solving problems for customers, and in this case, helping a friend, here's another one of my money making alternatives. And, friends and neighbors, as my granddaddy used to say: "Boy, she's a real doozie!"

The phone rang not too long ago, and when I answered, a familiar voice said: "Hey, buddy, how you doing this morning?" It was my friend and fellow locksmith, Pete Gamble, from down in Chapel Hill. Pete wanted to know if I had ever hung a wooden door and could I come down and help him evaluate, estimate and possibly help him install a high-dollar door for one of his better customers. I told Pete that I hadn't hung a wooden door in a lot of years, but I would be happy to come down and give him whatever help I could.

Pete's customer had a front door that they wanted us to match. *Photograph 1*, shows the door the customer wanted to match. As it turned out, the door in the photograph had solid Honduras Mahogany stiles and rails with beveled and tempered glass panels or lights. I won't say I was at a loss for words, but I said something really witty and brilliant like: "You gotta be kidding!"

After assuring me he was serious, Pete walked me through the building to the end of a hallway and showed me the door that we were to replace with the look alike front door. (See photograph 2.) Replacing this door would accomplish two things. One, it would give the secondary entrance the same impressiveness as the main entrance and it would allow more natural light to enter the vestibule and hallway thus brightening up that end of the building.

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1. The door we had to match.



2. The door to be replaced.

fter evaluating the situation I guestimated that the door would cost about \$500 or \$600. It actually cost \$780 and some change! I then reminded Pete that this was not a ready-made steel door, but a high-dollar, custom made, nomistakes-allowed, solid mahogany door with specially cut, beveled and tempered glass.

The customer was interested in having the job done and I immediately understood that by accepting this challenging job, Pete and I could take advantage of an unparalleled opportunity. We would fill a customer's

requirements and of course, shake the shekel tree very vigorously.

A few days later we drove to a milling company, in Wilson, NC, ordered the door, gave them a deposit and told the customer that the door would be ready to hang in about three-to-four weeks. The beveled glass had to be specially cut, beveled and tempered and the door itself was custom built to our specifications. That was the easy part.

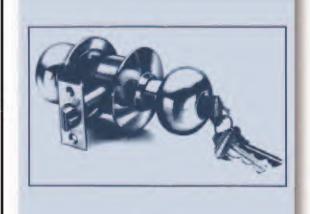
When the mill called and said that the door was ready, Pete and I drove

Continued on page 34



Lock Repair Manual

This handy reference book features information on repair and installation of various makes and styles of locks



Published by:

The National Locksmith Here, under one cover you have a tremendous amount of lock servicing information. Next time you run into a problem chances are you'll find the answer in the Lock Repair Manual.

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#LRM - 1



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3. Measure twice, cut once.

4. New door hung and closing properly.



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5. Drilling edge bore.



Marking the strike location.

over to Wilson and picked it up. The following Saturday we took the door over to the customers building and began the installation process. First the door needed to be trimmed slightly to fit properly. *Photograph 3*, shows the door on my sawhorses after I had cut it down. I want you to know that this was the first time in my life I ever cut nearly \$800 worth of anything down to size. Needless to say, I measured twice (then twice more for good measure) and cut it very slowly and very carefully.

After chiseling out the hinge mortises, we hung the door in the frame. (See photograph 4.) Since we used the old jamb mortise to hang the door, I felt it would be prudent to first fill the old screw holes with epoxy before running the new screws in. That way, once the epoxy has set (about fifteen minutes) the screw is there to stay. The hinges used to hang the door are Essex bright brass, ball-bearing hinges that should outlast the door.

ith the door hung, it was time to install the hardware. *Photograph 5*, shows Pete drilling the edge bore for the lever set that was to be installed. *Photograph 6*, shows Pete marking his latch mortise with his latch positioning tool. In *photograph 7*, Pete is stating to chisel out the latch mortise.



7. Mortising the strike.



8. Using a Major HIT-I I to drill post holes for lever lock.



9. Installing the Schlage Rhodes lever lock.

In *photograph 8*, we are using a Hit-11 (Major Manufacturing's Lever Lock Drill Guide) to drill the "post" holes for the Schlage Rhodes lever. The lever lock can be seen on the door in *photograph 9*.

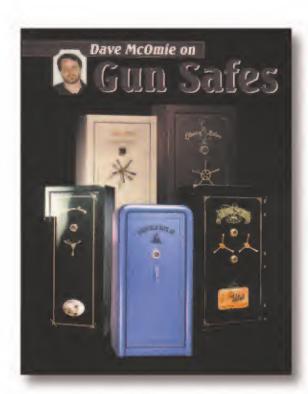
The damage around the strike plate area can be plainly seen in photograph 10. Since there was no deadbolt on the new door, we didn't need the deadbolt strike plate either. Obviously, with the amount of money this customer was investing in their new door, it wouldn't do to have such a ratty looking strike area. That would be like taking a sandwich to a banquet. An 18" long Don-Jo strike was installed to cover and reinforce the split jamb. Aesthetically it also fit in very well with the rest of the installation. (See photograph 11.)

ext we installed a door closer. Unlike on the original door, the closer body couldn't be mounted on the door for a parallel arm mount since it would require a mounting plate and the mounting plate would obscure part of the top right beveled glass. So, we mounted the closer on the header of the jamb and made the mounting a regular arm. (See photograph 12.)

The closer is my only disappointment with this installation. Pete and I both suggested that the customer use a bright brass finish on the closer rather than a duranodic. However, the customer wanted the same style and finish closer as they had throughout the rest of the building. The completed installation can be see in *photograph 13*.

I readily admit that a job like this is not for everybody, but then, neither is sky diving or movie stunt work. However, for those of you who want to

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I I. New Don Jo strike covers a multitude of sins.

IO. Old strike plates and jamb.

l 2. The new closer installed.



increase the size of your average ticket and perform a service for your customers that can't be provided by everyone, a job like this is very lucrative.

How much can you earn doing a job like this? Plenty take my word for it. The entire job - taking down the old door, installing the new one and installing all the hardware - took Pete and I about five hours. Factoring in our profit on the door and hardware

and adding in our time to make two trips to the mill, plus the installation time, allowed us to gross more then we could have on a small parking lot full of car openings.

True, these jobs don't come along every day. But, when they do, you can really shake the shekel tree! All you have to do is say: "I can do that!" So, next time, go shake the shekel tree! Y'all heah me, now?



13. The completed installation.

The 1996 GMC Savana



by Michael Hyde



a look at the new
1996 GMC SAVANA.
This new van is a full-size van made alongside
with the new Chevy Express. This van we serviced
had the new GM 10-cut locking system and is a
"one-key" vehicle. This van uses the GM 10-cut "CSS"
column, found mostly on trucks.

Opening Technique _



To open this van we used two wedges and a horizontal slide linkage tool. Insert the tool about midway on the door.



Insert the tool straight down and make contact with second horizontal linkage rod, just nudge the tool and the van will unlock. The linkage rod slides very easy and just bumping it would unlock the door. It is funny to see that GM heavily shielded the latch linkage rod and left this big opening for the lock linkage rod.



Here is a tip from Steve Young over at Tech-Train. Remove the rear license plate light and you can reach your finger in and move the bell crank to the unlock position. Thanks Steve.



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Ognition Service

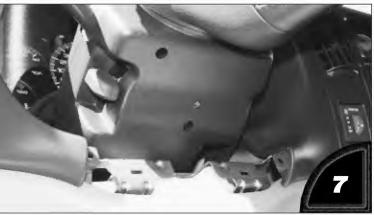


On the CSS columns there is no secondary lock cylinder housing. This means that the lock cylinder housing is an integral part of the steering column. The lock cylinder plug is inserted directly into that housing. When these columns are built, they are assembled with the shroud, ignition housing, steering wheel and so on. The ignition lock cylinder plug is inserted after the column arrives from the column manufacture.

Since the wings of the lock cylinder plug are larger that the opening in the shroud you can not remove the upper section of the shroud.



The underside view of the CSS column.



To gain easier access to the bottom of the shroud you can unsnap part of the knee bolster. This will give you a little extra room when working on the ignition. Remove the two Torx screws that hold the bottom half of the shroud to the column. Adjust the column to its mid-height position. Now remove the tilt-column lever. The lever pulls right out.



The next step is to gently and I mean gently unsnap the forward section of the shroud. The rear section of the shroud is hinged and will not unsnap. The lower section of the shroud can be removed by pushing it towards the front of the truck, to release it from the molded plastic hooks. Or you can push the shroud out of your way.

There are two External Torx screws to be loosened. One is on the left side of the column. The screw goes through a plate and to a post that is connected to the upper shroud. It is important to hold the post and not allow it to turn as you loosen the screw. Use a 4mm socket or driver for this procedure.





The other screw that holds the upper shroud to the column is on the right side of the column and is forward of the lock housing. Loosen this screw but do not remove it. Use a 4mm socket or driver for this procedure.

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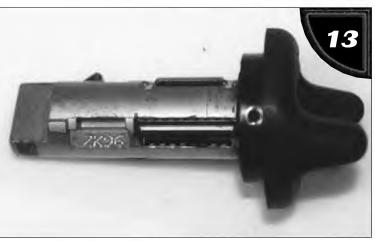
IMPORTANT NOTE: The cylinder plug only releases when it is in the "Start" position. You can disconnect the battery or you can put the truck into gear, such as Drive, and then turn the ignition to Start and depress the retainer. When the truck is in gear, the transmission safety switch does not allow the starter to engage. Be Careful, if you hear the starter engage, turn the ignition switch to the OFF position immediately.



Insert the working key and rotate the cylinder to the "ON" position. Put the truck in "Drive" and make sure the brake is on. Use a GM 10-cut ignition release tool and rotate the plug to the "Start" position. Depress the retainer that is located on top of the housing. The cylinder plug will now slide out. (The ignition retainer tool that is pictured was part of a GM 10-cut servicing kit purchased from A-1 Security. A GM 10-cut ignition retainer tool can be purchased from Tech-Train Products, also.)



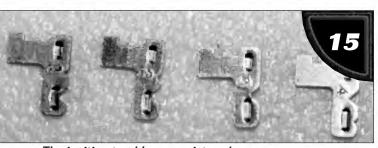
The ignition housing is pictured. The drop-in hole for the retainer is shown with tool tip protruding through. The plastic buzzer switch is to the right of the tool.



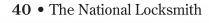
The ignition cylinder plug. This plug contains nine tumblers in positions 1 through 9. This lock uses a side-bar.



A close-up view of the code that is stamped on the cylinder plug. The code looks as if it was put on in a "dot-matrix" design, and can be difficult to make out the individual digits.



The ignition tumblers are pictured.





The tumblers can be found in the Strattec Pinning Kit number 702767.

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Door Lock Servicing .



The door lock is part of the outside door handle.

First, remove the two phillips head screws that hold on the arm-rest.



To service the door cylinder it is necessary to remove the inside door panel.

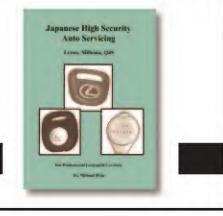


Japanese High Security

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Next, remove the plastic cover plate that is behind the inside door release handle. It unsnaps.



There are two phillips head screws that have to be removed behind the door release handle.



There is a plastic trim cover that sits on top of the door panel, on the forward door post. It snaps and has to be removed.



The panel uses plastic hooks, just lift up and remove the panel. That's it, your done.

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The door with the panel removed.



To ease your lock removal, unscrew the 10mm bolt that holds the rear window track in place. The window track will now slide down and out of the way.



The window track is pictured.



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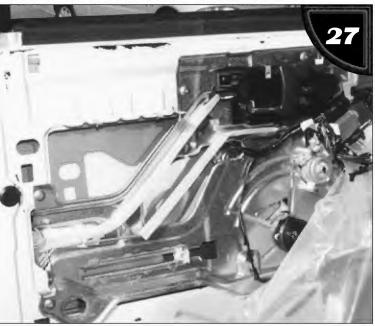
This CD contains every book Dave has ever published.

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#DMCD - 1

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A closer view of the components that make up the door. There is a steel plate that holds the handle/lock assembly to the door which will need to be removed. There are two access holes you can unscrew the 10mm nuts through.



Depress the retainer through the access hole on the bottom of the cavity where the lock resides, to remove the lock. We had trouble getting this lock out. The retainer was depressed as far as it would go but the lock cylinder would not slide out. Finally, I insert a blank in the keyway and tapped it through. Someone over at quality control goofed up. At closer inspection, the retainer never actually locked in place. The lock was being held in by a slightly undersized cavity, eventually the lock cylinder would have been pushed into the door by the owner inserting their key, over time.

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With the nuts removed, slide the steel plate off.



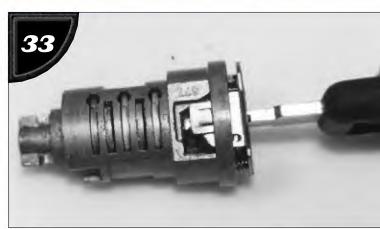
Now there is enough room to edge out the handle/lock assembly. When they assemble the handle they use a light-weight sealant around the edge of the handle, so it will take a little pressure to unseal the handle.

Once again the door lock looks very similar to many other standard GM truck door locks. There is no side-bar in the door locks. The door lock is pictured. It has a black cloth-like weather washer that sits on the front of the face cap.

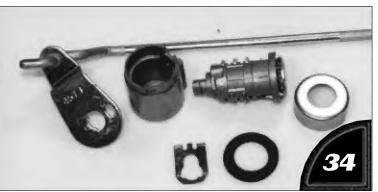


The face cap is reusable. The face cap and the tailpiece need to be removed to slide the cylinder plug out.





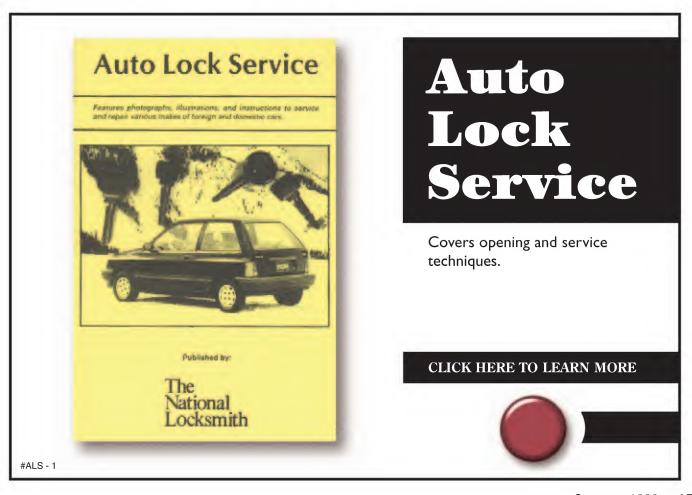
The door lock contains tumblers in positions 6 through 10.



The door lock, disassembled.



The type of tumblers used in the door lock. Note serration's.



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Rear Door Lock Servicing



The rear door lock is part of the door handle and the license plate holder.



The inside door release. There is a trim plate covering two phillips screws. Unsnap the cover and remove it.

A view of the inside door panel. This van has had the interior upgraded by a custom interior company that specializes in upgrading vans for dealers.





Remove the two phillips head screws.



The trim plate can now be removed, you must disconnect the wiring connector.

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The upper door panel section, where it thins out around the window on the left and right side, has fasteners that must be unsnapped. Once the upper fasteners are unsnapped, you can simply lift upward to remove the panel. It also uses plastic hooks to lock it into the door body, as with the front doors.



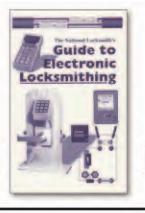
A view of the door with the panel removed.

Electronic Locksmithing

Everyone knows there's big money in selling, installing and servicing electronic security such as mag locks, electronic strikes, and simple access control.



CLICK HERE TO LEARN MORE



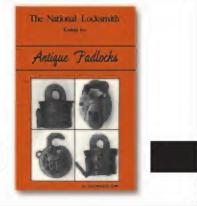
#EL - 1

Antique Padlocks

Finally there is a book to give you all the information you need about old interesting locks.



CLICK HERE TO LEARN MORE



#PAD - 1

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A look at the steel plate that holds the handle assembly to the door. It also has two 10mm nuts that hold it to the door. These nuts do not have to be removed as the lock cylinder can be easily removed. The lock on this door also had a problem with removal. We had to insert a keyblank and tap on it to remove the cylinder from the plastic handle assembly.



The reusable face cap and tailpiece must be removed to slide the cylinder plug out.





The rear door lock, disassembled.

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The rear door lock cylinder.



The rear door lock contains tumblers in positions 6 through 10.

Glove Box Compartment Lock _

We found no glove box lock or compartment lock on this vehicle.

Making First Key _

Method 1. Call GMC Roadside for the key code.

Method 2. Use A-1's GM 10-cut Ignition pick and decoder service set. It will allow you to pick the ignition cylinder and then remove the cylinder to decode it, without drilling or damaging the lock. This will give you cuts in positions 1 through 9.

(A-1 Security can be reached at 804-359-9003)

Method 3. Use AAble's GM 10-Cut tool to pick the lock to the "ON" position and remove to check for the code or decode the lock. (AABLE Locksmiths can be reached at 718-847-1377)

Method 4. Use a "Dremel" tool to slice a slot where the side-bar would be on the ignition housing. Put light pressure on the side-bar and then "rake" the tumblers. Once you have picked the cylinder, DO NOT ROTATE THE CYLINDER, until you insert a key that has been cut down to all number four depths and has no high spots. Use the prepped key to turn the cylinder. This will prevent you from breaking the key buzzer switch. Average cost of switch \$132.00. If the truck is an automatic, put it in "Drive" (which will block the truck from starting because of the 'neutral safety switch') and turn the cylinder to the "Start" position to depress the active retainer on the top of the cylinder housing. If the truck is a stick-shift, do not depress the clutch (which will block

the truck from starting because of the 'neutral safety switch') and turn the cylinder to the "Start" position to depress the active retainer on the top of the cylinder housing. Just the plug will come out, as this cylinder plug does not have a housing of its own and fits directly into the column housing.

IMPORTANT NOTE:

The cylinder plug only releases when it is in the "Start" position. You can disconnect the battery or you can put the truck into gear, such as Drive, and then turn the ignition to Start to depress the retainer. When the truck is in gear, the transmission safety switch does not allow the starter to engage. Be Careful, if you hear the starter engage, turn the ignition switch to the OFF position immediately.

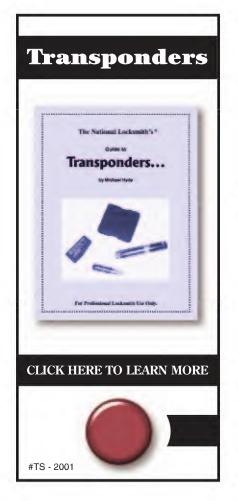
Specifications:

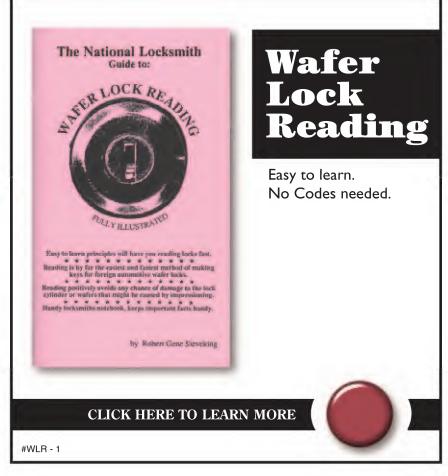
Manufacturer: GMC
Savanna Van
Code Series: AA00-7N45
Key Blanks:
All-Lock: M95DB
Curtis: B83
Ilco: P1107
Ilco EZ: B89
Jet: B86
Silca: GM40
Strattec: 596222
Number of Cuts: 10
M.A.C.S.: 2
Key Gauged: Tip

Center of First Cut: 1.034
Cut to Cut Spacings: .092
Cut Depth Increments: .025
HPC 1200CMB
Code Card: CF215
Cutter: CW1011
Jaw: A
Gauge From: Tip
HPC Punch:
PCH Card: PF215
Punch: PCH1011
Jaw: A
HPC CodeMax
DSD #:

Framon:
Cuts Start at: .216
Spacing: .092
Block #: 3
Depth Increments: .025
Key Clamping Info: Lay tip stop
clip flat against left side of vise,
then tip stop key against clip. Set
first cut @ .216.
Curtis:
Cam-Set: GM6
Carriage: GM6A
A-1 Pack-A-Punch:
PAK-G1

Spacings: Depths: 1 - 1.034 1 = .3152 - .942 2 = .2903 = .2653 - .850 4 = .2404 - .757 5 - .665 6 - .573 7 - .481 8 - .389 9 - .297 10 - .205







The bitter-sweet relationship between the two.

A couple of years ago we sent a questionnaire to locksmiths and asked them about distributors and their personal purchasing practices. It became immediately evident that locksmith's have a definite opinion about their distributor. Some were quite flattering and some were not.

This year we once again asked locksmith's about their relationship with the distributors they have purchased from. The response we received was overwhelming. We quite literally received more feedback than we have the space to print. It was difficult to leave anyone out, but unfortunately we are only able to print a portion of the comments received. The ones presented however, are good representations of them all.

In conducting our survey we asked locksmiths four simple questions:

- 1. What do you like about your favorite distributor?
- 2. Has a distributor ever bailed you out of a jam? If so which one and how?
- 3. If you have ever stopped using a particular distributor, what were your reasons?
- 4. What could your distributors do differently to help you in your business?

These are the comments we received: What do you like about your favorite distributor?

"Courteous sales people on the phones, with no run-arounds. They either have it or they don't, and if they do not have it they will tell me how long it will be before I can get it. My favorite distributor's sales staff takes the time to get to the root of the problem and helps me design the solution, returns my calls promptly and always has my order out when they say they will." Kevin F.

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"My favorite (Clark) keeps a good stock, gives free shipping from my area (east coast) and has good prices (important). Is completely computerized, and can tell me instantly if it is in stock, has multiple locations (which means more stock).

educational seminars (only wish they were closer). Is usually prompt and correct in shipping my orders." Dave C.

"Sales personnel that know locksmithing hardware." Jim Z.

"Fast personal service. Friendly atmosphere. Accurate assistance when needed."

Stephen R.

"I do automotive only, and Allied Locksmith Supply not only has what I need in stock, but they know the products so well that I can order while driving down the road. It helps that I don't have to look up what I need to order from them."

Wallace M.

"Their knowledge of hardware. When I say I need a thing-a-ma-bob, they always know what I need."

Gregory X.

"My favorite distributor is GUARANTEE Timemasters.

I like them because they have everything a safe tech

could want, in stock, from time locks to combo locks to key locks and everything in mechanical or electronic. Additionally, they have professional tools and knowledge of the products and process."

Ray H.

"What I like about my favorite distributor (Intermountain in Denver) is that they almost always get the order right. When they don't, they do everything possible to rectify the situation, including driving the correct items 60 miles to me, or having a courier do it so I can have the right stuff that I should

> have to begin with. I can tell them, in plain English, what I want and they get it for me, or call me

back and let me know if it can't be done. They work with me on pricing, especially when "quantity" is involved, without making me ask for it."

Wes S.

"Service, service, service. Price is OK, but getting the right stuff the first time and on time is the most important thing."

Cenny W.

"My favorite distributor is the one who offers suggestions or alternatives to parts and items that I'm ordering. They sometimes know a better or a newer product available. They are not afraid to make suggestions. They don't just take orders. They also are

more than willing to special order items or to find out answers to special product questions. They also work with our association to provide

training and instructional opportunities."

Bill C.

"Immediate shipping. I very seldom ever wait more than 24 hours for orders I have made."

John A.

"I have two favorite distributors, they both bend over backwards to help me locate what I need, including

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recommending me to another distributor and allowing drop shipping against my account."

Scott D.

"The extended hours, the professional service, the discounts offered because of my volume of purchases." $\mathcal{L}es\ \mathcal{M}$.

"They usually have what I need in stock, and are quick to correct any errors they make. They have a friendly sales staff." *Jeffrey H.*

"24 hour access to inventory, location, and ordering via computer (Clarks)." \mathcal{H} arry \mathcal{M} .

"Professionalism of the distributor. Courteous treatment, and the fact he will look up part numbers for me when I am not able due to being away from my office and their catalog."

Michael H.

"Providing me with technical assistance when I need it and shipping supplies the same day ordered." *Carry G.*

"Good advertising and/or catalogs that shows the latest items with prices; makes it easy to put an order together."

John B.

"Is always honest with me when it comes to its ability to provide what I need and most of all when I need the materials."

Mike R.

"That they take the time to find what I need no matter what the size of the order. Even if they can't supply the materials, they give me the competitors name and phone number."

Joe H.

Has a distributor ever bailed you out of a jam? If so which one and how?

"McDonald Dash and Security Lock Distributors have both come through

Dash came up with four
Omni Locks, in
special finish, overnighted to me
during the

U P S strike last year. Their quick action

and solid stock allowed me to service a major performing arts facility just in time for their grand opening. We looked like champs and have serviced the account ever since. No other distributor, local or national, even had the units in stock. Security Lock Distributors simply maintain a high level of service I can always rely on." *Kevin F.*

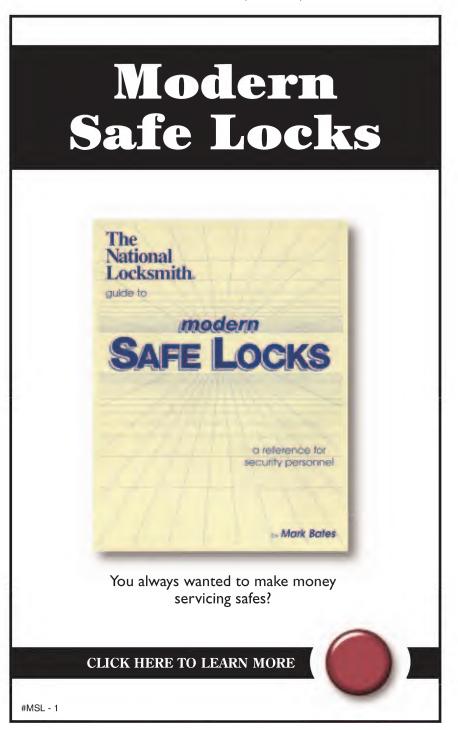
"Yes, Intermountain. Locating hard to find items not in stock and in most cases having the items drop shipped to me to save time."

Jim Z.

"Yes, Bell Security. I was taking apart an older GM ignition that didn't have a retaining screw. It had a spring loaded retainer. I called them on the phone and they explained how to remove the ignition. On other occasions they have made recommendations that I have used to make a job easier." *Stephen R.*

"Yes. Accredited Lock Supply by having what I need, when I need it." \mathcal{R} on \mathcal{A} .

"Yes, our primary distributor, Locksmith Supply Company (Australia) will endeavor to source



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requirements from any of their warehouses, and their clients if necessary, then express freight the urgent item(s) if available."

Steven B.

"Allied Lock keeps me out of jams by having what I need when I need it." Wallace M.

"Many times, Lock Company in Miami has. They can ship small items as late as 5:00 P.M. and I can have it the next morning by 10:00 A.M." Gregory X.

"We have had excellent response from Clark. The local distributor made the mistake of not taking care of and appreciating one of their best and most knowledgeable people. We were very comfortable working with someone we had know for years who really knew his stock and what can be done with it. They are rarely out of stock on items and ship FAST, which is important on the high pressure deadline jobs. They got the right parts shipped in time to complete an important job. The local supplier would not have them for weeks." Mark W.

"Yes. Orchard Lock Distributors. Many times they helped me out. When you need something late in the day and you cannot wait for over-night delivery, they would either leave the material hidden outside if they are closing or they would take it home for me to come pick up."

Mike H.

"American Lock and Supply once saw to it that I received a very large order in a timely manner. I had a client who wanted 200 locksets installed. It would have taken Schlage two to three months, at best, to deliver H

locks. My rep at American told me Falcon could deliver in six to eight weeks. When they started pushing delivery dates back my client got upset. One phone call to my rep was all it

took. Within days the excuses stopped and the locks started to arrive. Not only did they supply the entire order before deadline,

PRACTIS

Falcon sent me a letter of apology and a display mounted leverset free!" Tom A.

"My distributor, Intermountain in Denver, has pulled me out of several jams. The times are to numerous to count. They have pulled small parts from complete units, corrected their errors on the spot, arranged credit in unusual situations, made phone calls to get current information (pricing, etc.), and even been willing to come

> out to a job site to offer assistance."

> > Wes S.

"E.L. Reinhardt has bailed me repeatedly. An example would be finding product

for me from another distributor that ELR did not stock or they will drop ship it directly from the factory. ELR now even stocks several items that I have requested be put into their inventory."

Cenny W.

"Yes, Stone & Berg. They have sent a badly needed item via overnight delivery (several times), they have procured an item from another distributor in their area and sent it to me, they have arranged for dropshipping from a manufacturer when the manufacturer typically does not provide that service."

Ces M.

"Yes. Top Notch. I did not have an open account with them and they were the only distributor I could find with the quantity of a special part that I needed. They rushed my credit approval and got me the parts in 3 days. I had 5 days."

Jeffrey H.

"U.S. Lock and Strauss Lock. Both have special ordered and sent items overnight delivery, so I could finish a job."

Wayne S.

"Dugmore and Duncan provided telephone TA one day when I got stuck on some I/C/ Sargent locks"

Carry G.

"Yes. Fried Brothers, Philadelphia, PA. I needed a part to secure an external door. They thought they did not have what I need, but they would continue to search in their warehouse and come up with

the part." 10e H.

If you have ever stopped using a particular distributor, what were your reasons?

"Our top distributor promised parts second-day shipped for a vary large job. When the parts did not arrive as promised, we were given the "UPS is late" routine. When the parts finally did arrive on the fourth day after order, I tracked the shipping number through UPS and discovered the parts were not even picked up from our distributor until late in the day they were originally due to us. I called our sales rep and his answer to the lie he'd been caught in was "What do you want me to tell you? You received them, didn't you?" End result: A very important customer canceled a very large job on us because we did not deliver when we said we would."

 $\mathcal{K}evin\ \mathcal{F}.$

"The number one reason I have dropped a distributor is because they sell to anyone and everyone, not only to locksmiths."

Joseph C.

"Usually lack of stock on a regular basis, or high prices."

Dave C.

"Sales people with no background in lock hardware.

Jim Z.

"I was supposed to get 5 padlocks for a commercial customer the next day. UPS came in, no locks. I called and they said they were out of stock. I told them they could have called to tell me so I could have gotten them elsewhere. I lost my customer because they didn't call. So they lost me as a customer."

Gregory X.

"Yes because of poor service, idiots behind the counter, nothing in stock and any special order is held until they have enough for discount or free shipping. Constant complaining from the counter help about how locksmiths do not buy from them, so they have to rely on national sales, and they bid against their own customers on government supply contracts at prices not available to locksmiths. I could add more."

Ray H.

have stopped using some distributors because of the following reasons...somewhat in order of importance. Phone etiquette, correctness of orders, out of stock, pricing, tech support. I guess I could

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also say that I do have a finite amount of purchasing that I do. I support distributors that support me first and foremost. I wish I could support them all, but I can't, so I direct as much of my business as I can to my favorites. This doesn't mean that the others are bad...it means that in a competitive marketplace other distributors have won my vote...and I vote with my money."

Bill C.

"They always seemed to be out of what I had to have at the time." *Jim H*.

"Yes. Very rarely am I ever late with an invoice but one time I was. This distributor called once, thirty days and thirty seconds later and said they would not release any shipments till I paid. I paid immediately and never ordered again!"

Wayne S.

"Their staff was no help in suggesting products to use in solving customers problems."

Carry G.

"The number one reason I have dropped a distributor is because they sell to anyone and everyone, not only to locksmiths."

Joseph C.

"Their advertising/catalog ceased or diminished."

John B.

"They said they had everything in stock. When I got my order, half of it was back ordered. How do you do a job with half the parts? This is a real problem for a small locksmith business. I have lost jobs over it."

Dennis C.

"Did not get what I ordered and didn't ship when they said they had shipped."

What could your distributors do differently to help you in your business?

"Contract for reasonable on time shipping rates. Stocks a greater variety of finishes. Hire sales people that is knowledgeable of locks."

Jim Z.

"By having your order ready when it is called in. I have waited just as long to

pick up items phoned in as I have going directly to the counter and ordering them in person."

 \mathcal{R} on \mathcal{A} .

"Include list price of products on invoices."

Ron S.

"Rep' visits. Real people answering phones, not voice mail programs. Technical support personnel is invaluable. Buy from the people who know the products they sell. 800 numbers are nice."

Steven B.

"Any distributor should call when they don't have what you ordered. I have had some really irate customers when they drive all the way to my store, just to find out their hardware didn't arrive."

Gregory X.

"All distributors could stop selling any kind of locking devices to the big chain stores (K-mart, Wal Mart, Sam's Home Depot, Eagle, etc.). And for God's sake, stop selling rekeying kits, lock picks, car opening tools, etc., to non-locksmiths. On top of that, and this is for our trade magazines as well, drop alarms, cameras and other non-



Dave McOmie NSO & Article Collection on CD

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lock items from stuff offered to locksmiths. I believe that if someone wants to be an alarm-smith, camerasmith, or mace/pepper spray-smith, they should go do that. But they should decide what they want to be when they grow up. As you can tell, I do not profess to be a Hinge-smith, nor a door-closer-smith. Pardon me for getting on my soapbox. Back to the question at hand, my suppliers could stop selling to anyone who is not a locksmith...period. And thank you for your support."

Wes S.

"New product updates, competitive pricing, immediate notification of out of stocks. Help me like I try to help my customers." *Bill C.*

"Make their complete databases available online (internet) (restricted by password, of course), easily searchable, and capable of placing orders over the internet." *Scott D.*

"By not selling to either the end user, or to nearly anybody that drops a dollar in front of them, and at the same discounts. This puts the distributor in direct competition with me. They should either price their products higher when selling to non-resellers, or get out of the retail business."

Ces M.

"Better access via internet to ordering, stock check, and list wholesale prices."

Jeffrey H.

"Have their catalogs on computer disk, like a pdf format with easy reference and look up capabilities as well as their paperback catalogs in alphabetical order by name brand and indexed. Maybe even importable into an accounting program, like into a quick-books item

inventory. That would be if a tremendous value and a time saver to boot! I spent way to many hours myself just putting in every name brand I could find in my catalogs, much less the individual items and cost and prices. Also, inform us, the retailer, of all promotional material available free of cost to help push items that normally are slow sellers or even items that sell fast. Does not really matter, just so long as we sell and we buy and we

grow together and complete the circle of life and live happily ever after! We are in this together."

Roger C.

"Have e-mail capability, be able to talk to someone that knows what your talking about and not give you the age old excuse of that's out dated, or they don't make that anymore."

Randy R.

"A phone call would be nice if they find they are out of something. I also will not do business with a distributor who I find to be selling wholesale to the public (or even their commercial clients). This, to me, is the lowest thing a distributor can do to a

locksmith business who buys from them."

Harry M.

"One distributor quit publishing a "paper" catalog, and went strictly to CD. CD is

okay, but can not be carried next to me in the van, and I am not always at my computer when I need to place an order."

Michael H.

"Stop trying to increase their product lines, but keep an inventory on what they supposedly have."

Thomas B.

"I have a good relationship with them, but a few do not have catalogs, or their catalogs have no prices. I need to know fairly quickly the availability or the price of an item. I have had to put off a customers quote until I call." Wayne S.

"It is really important to have salespeople with previous practical experience in the field so that they can really understand what you want in a particular situation. Also getting orders ready and shipped on time." *Joseph C.*

"Keep information on the newest keys, locks, and other automotive products current and easily available. A complete web page catalog would also be nice."

John B.

"Be honest and help the little guy, then maybe he will get bigger and order more."

Dennis C.

"Put list prices on packing slips. Fight with manufacturers to increase the locksmithing industry sales instead of home depots, and builders."

ΠIL

Joe H.

The National Locksmith'ss

AUTOSMART

By Michael Hyde

2001

AUTOMOTIVE KEY GENERATION
THE MOST ACCURATE BOOK OF ITS KIND
THE "ALL-IN-ONE" AUTO REFERENCE MANUAL

FOR PROFESSIONAL LOCKSMITH USE ONLY

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SCHLAGE SFIC

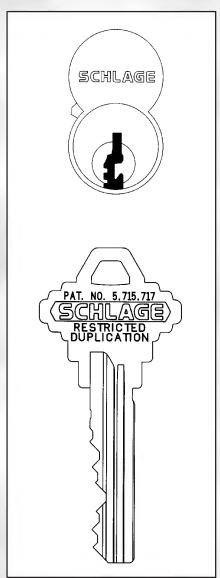
here has been a problem brewing in our industry for a few years now and it is caused by so many different manufacturers starting to produce an Interchangeable Core (IC) that is equal to the old standard Arrow, Best, Falcon IC. There has been a trend in the past year of manufacturers coming up with a generic description for this type/size IC, and that trend is to call them 'Small Format'. I think that is a good solution and the latest entry into that format is from Schlage Lock Co. (See illustration 1.)

Actually Schlage has two entries into the small format market. For the first, they are offering the standard keyways A through M. (see illustration 2) that we are all so familiar with and have adopted the convention of adding a suffix 'B' to the keyway letter to avoid confusion with their regular keyways. This means that if you

by Billy B. Edwards Jr.



2. Schlage offers 6 and 7-pin uncombinated cores in the ten most popular IC keyways.



1. Schlage's latest introduction is a Small Format Interchangeable Core.

6-Pin Combinating Example (Always TIP to BOW!) 5 0 9 4 2 7 Control 6 0 6 1 5 A **Grand master** 3 6 0 5 Master AA 1 2 3 0 2 9 AA1 Change **Build-up Pin** Master Pin Plug Total Chamber 1: Chamber 3: Chamber 5: Shallowest operating cut is 1 Shallowest operating cut is 1 Shallowest operating cut is 0 (= bottom pin) (= bottom pin)
Deepest minus shallowest is 2 (= bottom pin) Deepest minus shallowest is 2 Deepest minus shallowest is 2 (= master pin). Formula of C + 10 - P = <u>BU</u>: 9 + 10 - 3 = <u>16</u> (= master pin). (= master pin). Formula of C + 10 - P = <u>BU</u>: Formula of C + 10 - P = <u>BU</u>: 5 + 10 - 3 = <u>12</u> 2 + 10 - 2 = 10 We now have 1 + 2 + 12 = 15 We now have 1 + 2 + 16 = 19"units of stuff" loaded. We now have 0 + 2 + 10 = 12"units of stuff" loaded. "units of stuff" loaded. 8 (= top pin) must be added to total 23. 4 (= top pin) must be added to total 23. 11 (= top pin) must be added to total 23. Chamber 4: Chamber 6: Shallowest operating cut is 2 Shallowest operating cut is 0 Shallowest operating cut is 5 (= bottom pin)
Deepest minus shallowest is 4 (= bottom pin) (= bottom pin) Deepest minus shallowest is 6 Deepest minus shallowest is 4 (= master pin). Formula of C + 10 - P = <u>BU</u>: (= master pin). (= master pin). Formula of C + 10 - P = BU: Formula of C + 10 - P = BU: 0 + 10 - 6 = 4We now have 2 + 4 + 4 = 104 + 10 - 6 = 8We now have 0 + 6 + 8 = 147 + 10 - 9 = 8We now have 5 + 4 + 8 = 17"units of stuff" loaded "units of stuff" loaded. "units of stuff" loaded. 13 (= top pin) must be added 9 (= top pin) must be added 6 (= top pin) must be added to total 23. to total 23.

3. Pinning for these cores is exactly the same as the procedure you are used to using for standard Best style cores

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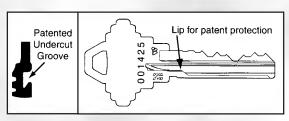
D-Series Cylindrical Lock Available with Rhodes lever

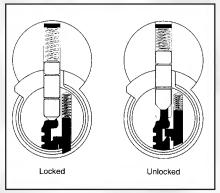


D-Series Function	Description
D50BD	Entrance/Office Lock
D53BD	Entrance Lock
D70BD	Classroom Lock
D73BD	Corridor Lock
D80BD	Storeroom Lock
D80BDEL	Electronically Locked
D80BDEU	Electronically Unlocked
D91BD	Entrance/Office Lock (Vandlgard)"
D92BD	Entrance Lock (Vandlgard)
D94BD	Classroom Lock (Vandlgard)
D96BD	Storeroom Lock (Vandlgard)

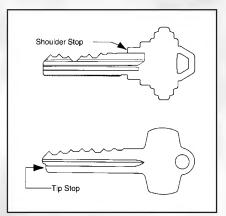
4. Schlage has also made their product line compatible with the SFIC and it is amazingly easy. If you want a D53PD lock that can accept a SFIC, just change the 'P' to a 'B' and order a D53BD.

5. The Everest patented key control IC features an undercut grove requiring a secondary milling which operates the blocking pin near the front of the keyway.





6. In the patented keyway cores, the blocking in near the front and to the right of the keyway checks for the lip of material on the side of the key.



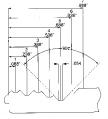
7. Schlage keys use a shoulder stop against the plug face. Most other Best style keys use a tip stop.

Key Bitting Specifications

Depths
0 = .3187"
1 = .3062"
2 = .2937"
3 = .2812"
4 = .2687"
5 = .2562"
6 = .2437"
7 = .2312"
8 = .2187"
9 = .2062"

Schlage SFIC





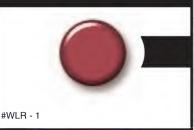
8. Key bit spacing for Schlage is different than on Best style cores.

Wafer Lock Reading



Easy to learn.
No Codes needed.

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January 1999 • **59**

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want the typical Small Format Interchangeable Core (SFIC) 'A' keyway from Schlage you should order it as 'AB'.

The pinning for these cores is exactly the same as the procedure you are used to using for standard Best style cores and Schlage is only offering the A2 increment. (See illustration 3.)

chlage has also made their product line compatible with the SFIC and it is amazingly easy to get a lockset that can accept the core. We won't have to learn a whole new set of part numbers for all the different types of locks and functions, all we have to do is change a letter into the existing part number. For example, if you want a D53PD lock that can accept a SFIC, just change the 'P' to a 'B' and order a D53BD. (See illustration 4.) The only restriction seems to be that you can only do this

with lever trim. Considering that everything needs to be compatible with the provisions of the ADA anyway, this shouldn't be a problem.

Entry two into this market reaches for new heights in patented key control and to reflect this, Schlage is calling it Everest™ and has put the patent number on every blank. This patent protection involves a specially milled blank which creates a second bitting surface. (See illustration 5.) This second bitting surface is used to operate a new type of

Transponders...

The Netlineal Locksmith's *
Grove 56

Transponders...

The Probabilistical Locksmith Use Grock

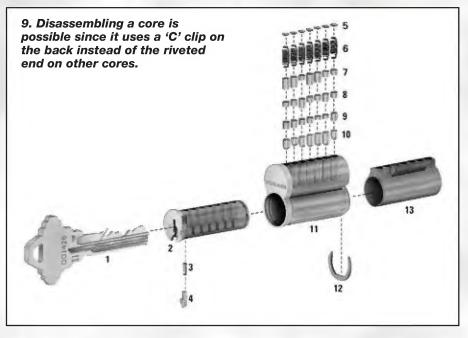
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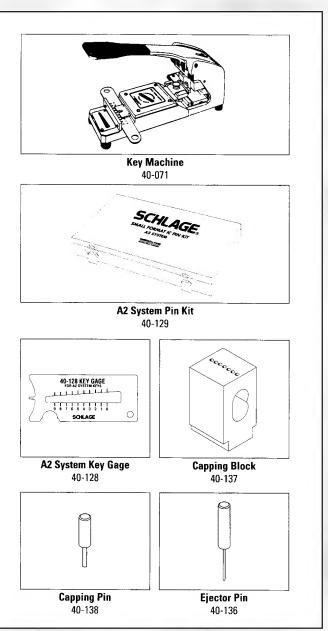
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side pin, which they are calling a check pin, that looks a little like a piton and every Everest™ cylinder will have a side pin. (See illustration 6.) In looking at the illustration you can see the Everest™ peak formed by the undercut milling. This is the second bitting surface and with a .050" bittable height there is the possibility for at least three different depths. Rumor has it that

10. If you already own comparable Best style service equipment you do not need to invest in new service equipment other than possibly a key machine.





in the future there will be many combinations, (five side pins?), used on this surface that can offer the same surrogate keyway approach currently used in the Schlage Primus®) products.

In locks being supplied today the lip has been milled away on most of the key to remove the risk of later alterations. This means that the mechanism will also have the capability to be used to supply a 'high' and 'low' security capability within the patented control system. In the right key system that can effectively double the keying potential. Keying capabilities are already significant for this seven pin IC. It will use the same A2 increment, keying specifications, tools and pinning kits as the regular cores, but the existing punch for other small format IC's won't cut the Schlage Everest[™] keys because they have a shoulder stop instead of a tip stop. (See illustration 7.)

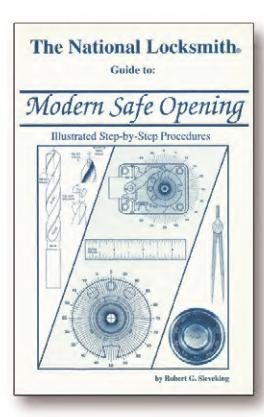
schlage does offer a punch, (part # 40-071), which can be used to cut the Everest™ keys or you can use your existing rotary cutter machine. In some cases you may have to change or modify the jaws of your existing machine to correctly hold the blank.

With no MACS violations in a system, and the capability for 16,384 change keys in the system, there should be few jobs that can't be accommodated. (See illustration 8.) If one is found, Schlage has available for large end users a new multiplex family of six keyways to meet any other needs. Again, there is a rumor that there will also be a Everest™ keyway dedicated for use by Schlage service centers.

While there shouldn't be any need to ever disassemble a core it will be possible to do so since it uses a 'C' clip on the back instead of the riveted end on other cores. (See illustration 9.) Otherwise the cylinder construction and operation is what you are already used to in other small format cores. Schlage offers all the usual pinning tools and gauges, including the ejector pin which can be used to unkey single pin chambers for rekeying. (See illustration 10.).

For more information or a brochure, contact Schlage at: 800-847-1864 or sales representative or distributor.

Modern Safe Opening



This book is a step-by-step How-To course in safe penetration. Opening safes is one of the most profitable aspects of the locksmithing business.

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have been receiving a rash of calls to service locked and burglarized safe



by Dale Libby, CMS

heads at a local self-service car wash. Most of the newer coin units at these car washes utilize a round door safe with a Medeco "T" plug lock. When the correct key is inserted and the plug is rotated 90 degrees, it pulls out of the safe head, allowing the operator to insert a large allen key to retract the bolts.

I charge \$78.00 per head plus a service call (trip charge) to open these units. It is an easy opening providing the safe has not been damaged, but you will have to sacrifice a hardplate drill. When the attempt to drill the Medeco lock by a would be burglar or other non-professional occurs, the drill bit always breaks off in the keyway and the keyway is destroyed. As a result, the owner cannot get the Medeco plug out.

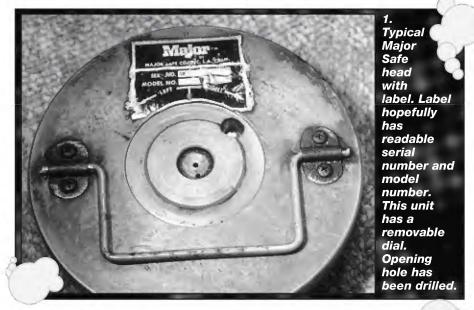
The way I open these units is to drill a 1/4" hole directly in the center of the plug at the end of the keyway. By drilling in the center I do not scar or mess up the safe head itself. After drilling through a hard drill rod or two protecting the keyway, and a hardened steel ball bearing, the rest of the cylinder drills quite easily. Now, punch the cylinder either to the right or left 90 degrees (1/4 turn) and remove it. Without the pins, which have been drilled out, the sidebar will be forced into the penetrated cylinder allowing it to turn.

These Medeco "T" cylinders are interchangeable and are used on the coin safes for the wash, the vacuum cleaners, and even on the sign boards.

Working at a car wash on a wall mounted safe designed for the floor, poses many unusual and perplexing problems. First and foremost, the safe head is usually located at the bottom of a 6" to 8" pipe mounted close to the floor on a cement wall. The safe head is then recessed below the surface of the pipe by maybe 6", which makes drilling and viewing an incredible chore. Luckily, Major has a tried and true way to make opening these safes quick and easy, as long as the serial number of the safe is present and readable and the factory is open to help you.

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The factory method to opening Major safe heads is to provide you with a code number and drill template. The code number is needed to know where to position the drill template since Major drill points are randomly located, meaning there is not a single drill point used on all. Before the factory gives you the secret code number, you must be registered with them. If you are not registered with AMSEC (the

manufacturer of Major safes) call in advance to register and get your password. You will need this in the future to acquire information. The Phone number for AMSEC is 800-421-6142 or (909) 685-9685.

Shown in *photograph 1*, is a typical Major burglary floor safe head. This style has a removable dial and a nameplate that has the serial and model number of the safe. Sometimes this plate

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is present, and sometimes it has been bashed into oblivion. Other times the serial number cannot be read. As stated before, to use the factory recommended opening procedure, you must be able to obtain the serial number.

will offer two choices of attack if the serial number is unreadable eliminating the possibility of obtaining the code number from AMSEC. The hole in *photograph 1*, was determined with the drill locator template kit supplied by AMSEC. I will also offer other ways to find these positions if you don't know, or cannot get, the code number from the factory.

Photograph 2, shows the Dog Pin locator template. The Dog Pin is actually the lever stop and these terms will be used interchangeably.

Briefly, the lever stop keeps the lever from moving when the lever is raised above the combination wheels and the lock is locked. When the correct combination is dialed the lever drops into the wheel gates dipping it below the Dog Pin allowing the lever to rotate past the Dog Pin (lever stop). If the lever stop is removed, the lever can move even if the combination is not dialed. Thus, by removing the Dog Pin, the safe will open.

Factory Recommended Opening Method:

To utilize the factory recommended opening procedure using the drill locator template, first remove the dial from the spindle by cracking the dial at the center and prving it off with a screwdriver. Before doing so, first, mark the code number location given to you by the factory outside the dial. Slip the template as seen in photograph 2, over the spindle and align the code mark with the line on the template. Center punch the Dog Pin location and drill a 1/4" hole into the door exactly where marked until the drill stops cutting. If these directions have been followed carefully, the drill will reach a hardened steel ball bearing. On top of the Dog Pin is a small 3/16" ball bearing, once you hit your drill bit will spin without cutting.

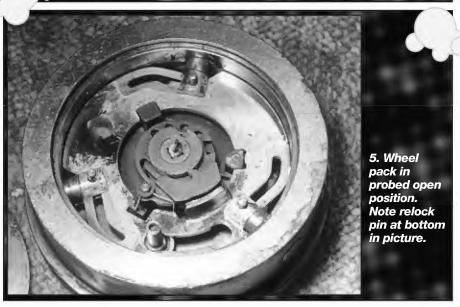
Once you reach the ball bearing use a 3/8" drill to enlarge the hole then use a 5/32" pin punch to drive the ball bearing and the dog fence pin through the safe head. Doing this will ultimately drive the Dog Pin through the back cover plate. (See photograph 3.)

With a light you should be able to see the tip of the lever. Finish drilling out the hole with a 3/8" drill until you hit the hardplate. Use an ice pick or an awl bent

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a little at the tip to grab the lever and pull it clockwise as far as possible. In doing so the bolts will retract and the safe will open. Once the Dog Pin is removed there is nothing preventing the lever from being rotated.

The above procedure works well and is an easy way to get these units open

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when you know the serial number. *Photograph 4*, shows the inside of the opened safe door with a pin punch in the Dog Pin location. The relocker is just off to the right

Photograph 5, shows the wheel pack probed around to the open position. The relock pin and washer are shown in the bottom of this picture. The back plate holds the relock washer down when the safe is working correctly. If the unit has been punched (easier said than done) the washer will be forced up by a spring and the unit will relock.

If you are unable to pull the lever around, the relocker has been activated and will be necessary drill the relocker pin out. In *photograph 6*, I have placed the relock pin locator on the safe head. It uses the same code number as the Dog Pin locator. Follow the same procedure used as when drilling for the Dog Pin only you use the relock pin template which fits around the Dog Pin template.

ust for fun, I drilled for the relock pin. The location (19 by 2-1/8" from center) ended up in the center of the name plate. The hole can be seen in *photograph 7*. I hit another ball bearing just as when drilling for the Dog Pin and punched. The results can somewhat be seen in *photograph 8*. The relock pin is laying next to the relock washer, and the hole for the pin can be seen in the slot for the relock mechanism.

When the relocker pin has been punched through the back of the safe door, you will be able to pull the lever around and retract the bolts.

Opening time for this safe was about 10 minutes.

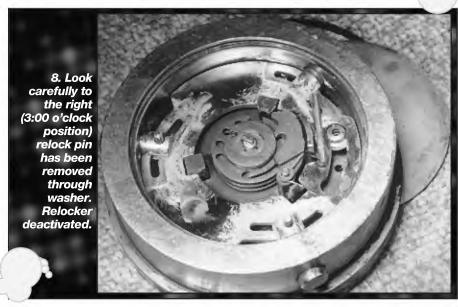
Opening Without A Drill Template:

What do you do if you do not have these templates? Here are the magic numbers you will need to know. If you get a code number of say 84, place your dial or a Lockmaster clear numbered template on the code number. Zero the dial or template at 84 and make a mark at 19, and another mark at number 29. These are the two points. The Dog Pin is located at number 29 by 1-1/8" out from dial center. The relock pin is located at number 19 by 2-1/8" out from dial center.

With the above measurements, you do not need the templates, as long as you have the code number that comes from the factory.

Here is where I will interject some theory. Is the Dog Pin location really randomized? Yes and no. The secret 6. Relock Pin locator. This shows relation to Dog Pin, and the relock pin is directly across from a bolt.





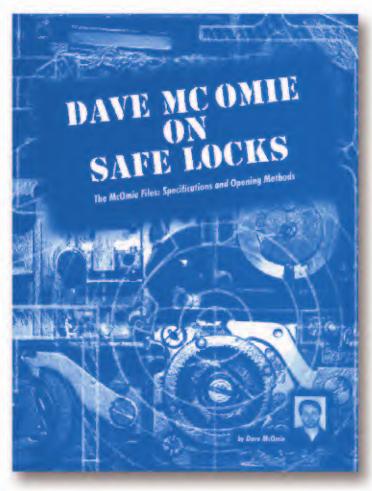
code number is really the center of one of the locking bolts, (which I will name the primary bolt) which is the locking bolt closest to the lever. The locking pin is exactly 29 numbers clockwise from the primary locking bolt location. What

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Dave McOmie on Safe Locks



Almost 300 pages of information, photographs and illustrations give you every scrap of information about a huge variety of safe locks.

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the guessing game is, from the outside you don't know which bolt is the primary locking bolt. If you can determine one of the bolt locations, then you can determine the location of the other two because each bolt is 120 degrees or 33-1/3 numbers from one other.

Once you determine the center of one locking bolt, then there are only three possible locations for the Dog Pin, which will be 29 numbers clockwise from one of those bolts and 1-1/8" out from the center of the dial.

To determine a bolt location will require drilling a small hole between the side of the safe head and the tube it is in. Insert a stiff wire and rotate the safe head until you feel a locking bolt. Each bolt is 5/8" wide. Once you have all three bolt locations marked out, measure 29 numbers clockwise from each bolt 1-1/8" from dial center.

Now take your best guess and start drilling at one of the Dog Pin locations. It is easy to determine if you have the right hole location, for if you drill more than 3/8" deep without hitting a hard steel ball bearing, then you are in the wrong spot.

Another Opening Option:

Here is another alternative to opening this safe head when the serial number is not available, or the factory is closed and the unit must be opened. Drill anywhere out from the center of the dial spindle about 7/8". This will place the hole at the edge of the wheel pack. Align the wheel gates and transfer all wheels until you find the drop-in location.

To determine the correct drop-in area, use the drive cam gate to determine where the last numbers should be by measuring the distance the drive cam wheel gate rotates until you feel the drop-in area. This is easier to do when the drive cam is the same size as the wheel pack. On this safe a LaGard wheel pack was used and the drive cam is slightly smaller than the wheel pack. If this method fails use a borescope to try and locate the drop-in area.

I do not repair these doors. I sell the customer a new one or offer a retrofit version. These are available manufacturers such as Pryor Safe, 317-352-1281, in Indiana, and In-A-Floor safe, 909-337-9116, in California.

Car wash work can be great in good weather, but watch out when the snow flies. OPEN AND PROSPER!

IIII

BEGINNER'S CORNER

The Detex 8010.



by Jim Langston

he Detex ECL-8010 panic alarm is a relatching exit control device. (See photograph 1.) The battery powered unit is ideally suited for low traffic door relatching applications in remote locations where AC power is not available. The unit is compact, has an aesthetically pleasing design, and the reliability and instantaneous response of microprocessor-based

controls are very important benefits.

In photograph 2, the outer cover has been removed. This is done be removing four screws, one on each corner, so that the lock can be rekeyed, or the nine volt battery can be changed.

In photograph 3, this is where the two screws are to remove the lock cylinder are located. One you can see, and another is under the cam. To access the second screw you must put the key in the lock and turn the cam to a different location exposing the other screw. With the screws removed **2. The outer cover has been removed.** you can pull the rim cylinder and rekey it.

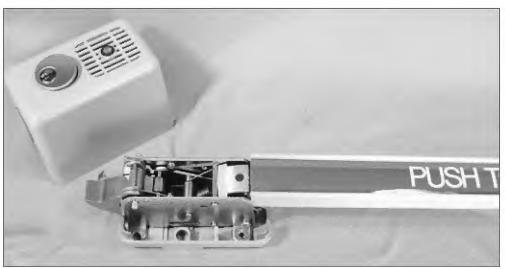
To remove and change the nine volt battery, as seen in photograph 4, remove the clip from the bottom of the battery by gently prying up on the clip with a flat screw driver. Once the clip has been removed, replace the battery and the clip.

The ECL-8010 also includes the following optional features:

- Outside Key Control (OKC) Dogging
- 180 Degree Stop
- Automatic Rearming



1. The Detex ECL-8010 panic alarm.

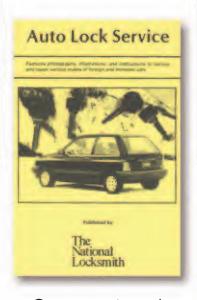




3. Two screws to remove the lock cylinder.

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Auto Lock Service



Covers opening and service techniques.



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4. Remove the clip from the bottom of the battery.

This is a very nice product that can be used in a number of applications. For more information, contact Detex at: 1-800-729-3839 POINT TO PONDER: Money brings only misery: but with money, you can afford it.



TECHNITIPS

1998 Year End Winners

Congratulations and thank you for entering your tips!



Joan B. Yarrington of Texas, for her tip in October on making an arbor adapter.



Punch Machine
Tom Perkins of
Wisconsin, for his tip
in May on
impressioning.



2100 & Certification Class
Harry Daniels of
California, for his tip
in May on making
emergency car
opening tools from
cable ties.



Leo Koulogianes of Tennessee, for his tip in March on making antique cabinet lock picks.



Marc Grizzard of South Carolina, for his tip in April on advertising.



Ellis Gibbs of North Carolina, for his tip in October on deactivating mortise cylinders.



Tom Tusing of Florida, for his tip in August on drilling a Volvo lock.



D. Nash of England, for his tip in July on how to open a deadlocked BMW.



Charles Chapple of Georgia, for his tip in February on VATS repair.



Clarence White of Tennessee, for his tip in February on making an opening tool for Mercedes.



Howard Fulks of Oregon, for his tip in June on making a Binks-type cylinder.



David Craig of Illinois, for his tip in October on making a 180° thumb turn.

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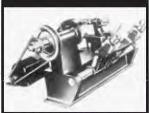




Securitron DK-26 Touchpad and Cpu Board for Magnetic Lock

Elaine Wilhoite of California, for her tip in January on how to find missing codes.

13th Prize



Foleu-Belsaw 200 Key Machine

John C. Smith of Florida, for his tip in September on servicing the new Chrysler ignition.

14th Prize



Accu-Mark™ Key Stamping Machine

Patrick O'Leary of New York, for his tip in Septémber on how to make a thumb turn.

15th Prize



S&G 6120 Electronic Safe Lock

J. M. Cozby of Texas, for his tip in August on making a clip removal tool.

16th Prize



High Tech Tools Ž500 Pro Set

William T. Allgood of South Carolina, for his tip in April on removing a broken Nissan key.





Jeffrey Rosen of Colorado, for his tip in November on servicing VW/Audi ignitions.

18th Prize



Bill Frasse of Delaware, for his tip in May on Chrysler Transponder keys.

19th Prize



Baxter JV-1 and JV-5 Code Books

Dennis Harmon of Colorado, for his tip in January on making Pin Sticks.

20th Prize



Harold Franken of Missouri, for his tip in November on opening

the trunk of a BMW.

21st Prize



Falle Pick Set From Mark Bates Associates

Bill Cochran of Wisconsin, for his tip in December on cutting strike slots in wood cabinets.

22nd Prize



Sieveking Products Squeeze Play

Jim Rhon of New York, for his tip in December for a unique two-way strike plate.

23rd Prize



ABUS Padlock's Marine Padlock Display

Vincent Chestnut of Massachusetts, for his tip in March for a van door hold open device.



Duty Door Annunciator

Jared Robinson of Australia, for his tip in December on a homemade plug spinner.

25th Prize



Thomas D. Cole of New

Mexico,

for his

tip in

April on

opening

a TAC-

11.

26th Prize



for his tip in May on securing glass doors.

27th Prize



Framon Impressioning Handle

Walt Thompson of Georgia, for his tip in October on an A-2 Best/Falcon pinning chart.

28th Prize

The 15 Minute Safe **Opening Technique**

Book — 15 Minute Safe Opening Technique by Jake Jakubuwski

Terry Heinricks of Canada. for his tip in June on Ford 10-cuts.

Frank Spencer of Oregon,

"Stay tuned" for the new list of monthly and year end prizes. January 1999 • 75

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BWD Ford or GM KwiKit Winner: FORD 10-CUT

PROGRESSION CHART

There has, and continues to be, a lot of misinformation about progressing the Ford 10-cut ignitions. There is a way to set up a valid chart of progression for each pair of 5/6 cuts in any 10-cut sequence.

If you look at any Ford 10-cut code chart, there are only 1090 ignition cuts. Also note that the codes in series "A" have a #1 cut in position 5, "B" has a #2 cut, "C" has a #3 cut "D" has a #4 cut and "E" has a #5 cut. As can be seen from the following chart, there are varying - though limited - numbers of valid bittings in each series.

Here is a chart you can follow which uses two progressions per key.

	5/6	# of	# of Keys
	Cuts:	Bittings:	to Progress
A	1-1	41	6
	1-2	66	9
	1-3	84	12
$\overline{\mathrm{B}}$	2-1	43	8
	2-2	48	7
	2-3	70	10
	2-4	71	10
C	3-1	71	9
	3-2	55	8
	3-3	47	7
	3-4	45	8
_	3-5	52	8
$\overline{\mathrm{D}}$	4-2	71	9
	4-3	82	11
	4-4	29	6
	4-5	45	8
E	5-3	101	10
	5-4	86	13
	5-5	9	2

Total Bittings: 1090

Because of the limited number of valid bittings, the following rules apply:

- The MACS (Maximum Adjacent Cuts) is 2. There are no 1 and 4. Depths adjacent to each other and no 2 or 5 depths adjacent to each other.
- There are no more that three cuts of the same value in a row. That is, 55533 is a valid sequence, but 55553 would not be.

As a result, many bittings can be eliminated from the chart because of double cuts in the number 5 and number 6 position. For example: in Series "C" for 3-3, there are no bittings that would be 333 because cut #4 might be a 3. Thus there are 47 valid bittings for 3-3 and 53 bittings for 3-5. The situation is even more dramatic in Series E. 101 bittings for 5-3 and 9 bittings for 5-5.

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A Few Words From Jake...

HAPPY NEW YEAR!

It's 1999 and we're less than a year away from the end of this century! O.K., you say, so what's that got to do with *The National Locksmith's* Technitip column? The answer is with your help and the continued support of our monthly and yearly prize contributors, I'm going to make this column even better than it has been in the past. I know it's hard to believe, but true! Beginning next month I'm going to shorten my rambling to add a personal tip of my own that enabled me to do some locksmith task easier, quicker or better!



by Jake Jakubuwski

Occasionally, I'll pass on a tip from a manufacturer, supplier or one of the other writers for the magazine. Hopefully, that'll make this column even more interesting each month. And, hopefully, it will inspire some of y'all that have been promising yourselves that you'd sit down and write this ol' boy a letter, with a tip in it, to do just that.

Did you check out our year-end winner's list for 1998? Is your name one of them? If so, congratulations. If not, it could have been. All you had to do was send me a tip and you could have won some great prizes, and I do mean GREAT prizes. Just for taking a few minutes out of your busy schedule and writing down one of your favorite tips, you would not only win a monthly prize, but possibly a great year end prize. Not bad for one little tip!

Once again, congratulations to our 1998 winners and thanks to our prize contributors! I want each of you to know that in addition to winning yourselves some great monthly and yearly prizes, your tips helped a lot of locksmiths do their jobs easier then before. So, like the old radio preacher used to say: "Keep them cards and letters coming folks!"

Y'all heah me, now?

Based on the foregoing, my method for progressing an ignition key for the Ford 10-cut system is as follows:

- Make a key for the door lock by any available method. I prefer removal.
- **2.** Go to the chart of ascending bittings a make a progression chart for cuts in position 5 and 6.
- 3. Progress the ignition until a working key is obtained. Notice in the chart above, the maximum number of blanks you will use for any progression is 13 for combination 5-4.
- 4. Keep the keys cut down to the lowest progression and put a label on them for this pair. Circle their bitting on the progression chart so you don't duplicate your efforts.
- 5. Alter the progression chart when possible by taking out the circled bittings and use the cut keys as test keys the next time this pair is encountered.

Eventually, you will have a complete set of test or tryout keys for each pair that can be quickly used to determine the correct key.

Raiford Ball Tennessee



Aero Lock Tryout Key Set Winner:

VATS CYLINDER REPLACEMENT

A recent article on V.A.T.S. service asserted that if you encounter a V.A.T.S. cylinder with no key code on it, you had to disconnect the connector under the dash and feed it through the column to remove the cylinder, etc. NOT!

I never unplug the wires or pull them through the column because they have a tendency to break easily. Once you've got the bolt that hold the key cylinder taken out, I find it is much easier to slide off the black metal sleeve from around the ignition cylinder, and then gently pry back the two plastic tabs which hold the face cape in place. After you remove the face cap, etc., simply replace the entire cylinder!

I carry a spare for times like these. It saves me anywhere from fifteen to thirty minutes. Also, you can, if you want, disassemble the cylinder to make a key and you never have to unplug any wires

Ted Pearce Texas

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Strattec Racing Jacket Winner:

LIBERTY CLUTCH REPAIR

The clutch mechanism on a new Liberty P25

safe was slipping and would not allow the customer to open the unit. Normally, the easiest way to overcome this problem and open the door for repair is to have one person push in on the door to release the bolt pressure while the second person pulls out on the handle and slowly turns the handle to the right. In this case, that did not work.

The problem with this unit's clutch was apparently caused when the handle was removed during installation and improperly reinstalled. We decided to remove the handle and drill a hole completely through the shaft and probe the gear back into position through the hole in the shaft. That revealed the next problem. The handle refused to pull off normally. That meant removing the Liberty logo from the center of the handle and drilling a 1/4" hole in the exact center of the handle and deep enough to touch the shaft. That hole was tapped to receive a threaded bolt. The bolt was tightened with a wrench until the handle backed off of the shaft (See photograph 1.)

At this point we attached a drill bit guide (see photograph 2) that we made and used a long 1/4" bit to drill the shaft by steadying the drill bit guide with a pair of Vise-Grips to keep it from turning. This drilling expanded the handle shaft inside the gear, which allowed us to open the safe before drilling completely through the shaft.

If we had drilled all the way through the shaft and was not able to probe the gear back into position, we would have drilled a larger hole through the shaft using the 1/4" hole as a pilot hole which would have given us plenty of room to manipulate the gear. *Photograph 3*, shows the boltwork with the clutch reinstalled correctly on a new handle shaft. The handle was reusable since all



Photograph 1.

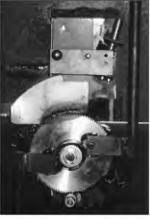
we had to do was replace it on the new shaft, fill the drilled hole and reinstall the logo.



Photograph 2.

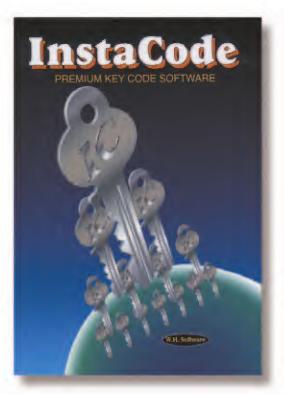
If you're wondering why we didn't just drill through the door, or side of the unit to manipulate the gear, that's simple. The high-gloss factory finish on these units is impossible to duplicate in the field. Our method of opening and repairing the unit left no visible traces anywhere on the door.

Mike Griffin S. Carolina



Photograph 3.

InstaCode



Your total code and code machine management program.

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HPC Pistol Pick™ Winner: MILLENNIA KEY RETRIEVAL

I recently I had to retrieve keys from the locked trunk of a 1995 Mazda Millennia. I tried jumping the trunk release without success. The car had high security locks so I knew there was no way I could pick the trunk lock.

While looking the car over to see if there might be another way to get into the trunk, I noticed that in the shelf under the rear window there is a storage compartment about 12" x 8". Similar to what you used to find in the old Mercedes.

There was no lock on this compartment and when I opened it I found there were four clips holding the tray of the compartment in place. When I removed the four clips, the compartment lifted right out and gave me access to the trunk area.

After that it was simply a matter of using a hooked tool to reach in and retrieve the customer's keys. The entire process took about five minutes.

Joan Yarrington Texas



Sargent & Greenleaf 4400 Series Safe Deposit Box Lock Winner:

SIGHT READING MASTER PADLOCKS

Here's a way to generate keys for Master padlocks when there are no keys, or the code has been obliterated and your impressioning skills may not be up to key origination for one of these locks.

First, cut a set of "depth" keys on an M-1 or other Master blank cutting each key to a specific depth. For each key, run the same depth from the first cut all the way off the tip of the key. In other words, the entire length of each blank represents one depth. Stamp each key with the proper depth.

You can use these special "depth" keys to read the tumblers as follows:

Pick the padlock open and keep the plug turned past the shear line. If necessary, hold the plug in that position with your tension wrench. Now turn the padlock upside down so that the bottom pins will "bottom" out against the wall of the cylinder.

Starting with the number 1 depth key, insert the key into the keyway. If

it won't clear the first pin, go to the next depth. If a particular key (let's say a #4) goes all the way in, you know that all of the cuts are a 4, or less.

By using these special keys, and with a little experimentation, you can often determine two, three and sometimes all four cuts. With practice you can easily determine the first cut and then "read" the other successfully by using the first known depth as a reference.

Rodger Peck Maryland

A-1 Security Products Winner: **DEPTH GAUGE FOR STRIKE PLATES**

Here's a simple tool that I made to help me position strike plates when I install a knob set or a deadbolt. It is made for a piece of flat spring steal and a small 1/2" cork. (See illustration A.)

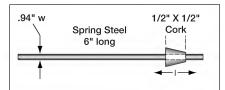


Illustration A.

First cut a piece of flat spring stock (I use .094" wide and about 6" long) and then push it down through the center of the cork as shown in the illustration. If the spring stock proves difficult to push through the cork, heat the spring stock slightly and it will penetrate the cork easier without breaking the cork.

This will give you a depth gauge that will allow you to determine the strike location even in tight fitting doors

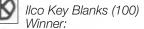
After drilling the cross-bore and edge-bore holes (and before mortising out for the latch's faceplate) I close the door and by reaching into the 2-1/8" cross-bore and then the edgebore, I use a pencil to trace the location of the 1" opening that will be needed in the frame, or jamb of the door. After drilling the 1" hole in the frame, I mortise the faceplate opening and insert the bolt to see if the door will close without the faceplate catching or dragging.

Next I close the door, extend the bolt and insert the piece of spring steel until it stops against the inside edge of the bolt. Then I simply slide the cork down to the surface of the door (or jamb if they are offset). I now

have an accurate measurement for the location of my strike plate.

Just open the door, place the cork against the jamb, directly over the 1" hole and mark it with a pencil. This gives you the exact alignment of the inside edge of the bolt so that you can install the strike plate with no play in the door when the bolt is thrown.

Paul Stewart Connecticut



DRILL GUIDE FOR KEY EXTRACTORS

Every now and then it is necessary to drill a hole in the end of a broken key to extract it from a lock. This is necessary when there is no room to slip an extractor alongside of the blank in the keyway. Since the thickness of a key will vary from between .075 to .090 there is not much drilling room in the blade of the key.

Consequently, I have come up with the idea of placing a drill guide over my smallest (a number 61) drill bit to keep the drill centered in the keyway and in the middle of the key blade. I find that the tube on a liquid solder holder works well for this purpose.

If no such tube is available, I use a thin piece of metal sheeting and wrap it around the drill to center it down to the keyway. If a large hole is required, it is easy to drill into a smaller pilot hole.

This little trick has kept me from disassembling numerous locks to extract broken keys.

Walt Thompson, Georgia



PRO-LOK Pick Set Winner:

PICKING A MASTER DIMPLE-KEYED PADLOCK

My first impression of a Master 550DPF padlock with a dimple type key and a stainless steel shrouded shackle was impressive. However, after closer examination there were two problems. The package stated that the "Dimple key system provides maximum pick resistance" and I noticed that it was made in China.

The first statement was a challenge that I couldn't pass up and the second indicated to me that based on my experience with dimple key locks from China (Ultra Club) I felt obliged to question this lock's pick resistance.

I took a lock home and placed it on my work bench. Next I cut a piece of

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softwood 1/10"x1/10" by two inches long. I beveled the tip so it would lift the bottom pins as it was pushed into the keyway. After gently wedging this piece of wood 1" into the keyway, I inserted an appropriate tension wrench and rocked it clockwise several times. The lock spun open!

I then made a set of metal picks from .25x.145 spring stock and found the lock was harder to pick, but still picked easier than most 4-pin Master Padlocks with the 1K keyway.

Next I made a pick out of a piece of cardboard! Actually it was the top of a key blank box. I cut a strip 1-1/2" long, folded it in half and with a pair of scissors cut off all but about a tenth of an inch from each side. Then I cut a bevel on the long end of the cardboard, slid the bevel into the keyway about an inch, used a tension wrench to gently "rock" the plug clockwise and opened the lock.

I haven't had time to try this on any other Master dimple keyed padlocks, so maybe this was a fluke. However, I think the rest of the series would prove just as simple to pick.

> Leo Koulogianes Tennessee

Editors Note: Leo, it seems to me that I remember something about picking an early version of dimple keyed locks with a Popsicle stick. From the other tips that you have sent in, regarding picking unusual locks, I'm not at all surprised that you responded to the "challenge" of a maximum of pick resistance in an offshore product.



Tech-Train Training Video Winner:

QUICK KWIKSET FIX

A customer of mine had a new Kwikset interconnected lock installed on her door and within a very short period of time, she was unable to retract the bolt with the thumb-turn. After inspecting the lock I found that the extra thick door had prevented the plastic tailpiece from entering the opposing lock shaft more than 1/16". The squared off end of the tailpiece had worn which prevented the tailpiece from engaging the lock.

As you can see in *illustration B*, I cut a little more than an inch off the shaft with my Dremel tool and drilled and tapped it where indicated to take an Allen screw. Then I drilled and tapped each end of the cut shaft as shown to accept a threaded bolt with

the head cut off. This extended the shaft a little more then a 1/2" and when I reassembled the lock, it allowed the thumb turn to function properly.

Of course, you have to file the set screws flush with the radius of the shaft to keep them from hanging up on anything.

David Craig Illinois

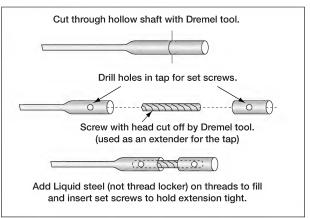
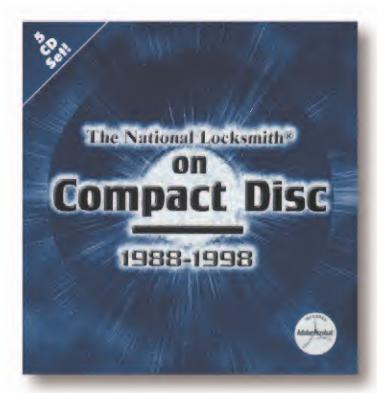


Illustration B.





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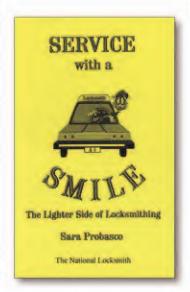
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Service with a Smile



To tickle the funnybone of anyone in a service oriented business.



#SWS

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Sieveking Products GM E-Z Wheel Puller Winner:

HOLDING ON TO DOOR TRIM HARDWARE

While removing the door handle assembly on a Mazda, I dropped one of the retaining nuts into the door cavity. I was unable to reach it with my hand and could not get to it with any of the tools I had with me. I didn't have a replacement and had resigned myself to making a trip back to the shop to get a replacement nut.

As I was cleaning up and wiping the black tar-like substance that holds the plastic sheeting to the door frame, I thought that I might be able to put a small dab of that on the end of a long screw driver and retrieve the nut. It took a couple of tries to locate the nut, but it stuck to the screwdriver as well as it would have stuck to a magnet.

After retrieving the nut, I placed a small daub of the putty in my socket to firmly hold the nut in place while I replaced it. Now, I use some of this material every time I take one of these nuts off door hardware to keep them from falling into the door cavity.

Ross Henderson S. Carolina



Major Manufacturing Winner:

MULTI-PURPOSE REPAIR BLOCKS

On a trip to New England I found some Dollar stores where you can buy pine wood blocks for about a buck each. These blocks are unpainted and measure 3/4" thick by 4" wide and 4-1/2" long. As you can see in *photograph 4*, I cut a crossbore in them (in some cases I recess the cross-bore) and use them to "flesh out"

an ultra thin door that needs a lock set, or to repair damaged doors.

Some blocks I prepare for a 2-3/4" backset and others I prep using a standard 2-3/8" backset. As you can see by the photograph (the block farthest to the left) they hold a key-in-knob set very well.

The blocks come with a beveled edge and can be painted to match nearly any door finish. I have used them with key-in-knob sets, deadbolts and rim type night latches or deadbolts.

John J. McCollough Illinois



Slide Lock's "Z" Tool Opening Set Winner: 1998 NISSAN ALTIMA

To open the 1998 Nissan Altima, I first open and remove the trunk lock

which has eight of the ten cuts needed to make an ignition key. Everything is easily accessible and you can have the lock out in minutes. The key blank to use is the X237 (DA34).

Since I did not have any code equipment at the time, it was necessary for me to generate the key with a file. In order to get my spacings right, I inserted an uncut blank in the trunk lock and filed a notch on the key against the dust cover. It was then a simple matter of reading the wafers and filing the depths until the wafers reached the shear line. Even with only a file, it only took a few minutes to make a key for this car.

M. Wayne Hall Louisiana

The Sieveking Auto Key Guide Winner:

TRANSPONDER QUICK FIX

I had a customer that broke their key off in the trunk of a 1998 Chrysler Sebring convertible. This vehicle features a transponder system. When I arrived at the site I discovered that I did not have a replacement transponder blank on the truck. I cut a mechanical key on a Y157 blank which would turn the ignition but not start the car.



Photograph 4.

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To get the customer going, I showed her how she could hold the head of her broken key next to the head of the mechanically correct key to start the car. Once the car was running, she could remove the transponder key from the ignition area because the car only requires the transponder signal

Although this was not exactly the correct remedy, it enabled the customer to continue their trip until they could have a duplicate transponder cut by another locksmith or the dealer.

> Larry Peltzman New York



let key blanks winner: HONĎA PRELUDE **OPENING** ALTERNATIVE

When called out to open a Honda Prelude, I did not have the proper tool to reach the protected horizontal linkage, so I developed the following method.

First, I used a CO76 (HPC's Vertical Clutch Tool) to grab the linkage which leads from the cam on the cylinder to the lock. That prevents the rod from getting away from you in the door cavity. Next, I loosened the plastic clip with an "L" shaped tool that connected the rod to the cam on the cylinder.

Now I could disconnect the rod from the cam and lift to unlock the door. Since the rod is still gripped by the clutch tool it can be moved back into the cam. I found that a Slim Jim was the best tool to snap the plastic clip back into place to hold the rod to the cam.

> Werner Schulz Germany



High Tech Tools Winner: **LET THERE BE**

LIGHT

I find that when using the battery powered Ophthalmoscopes and Otoscopes, the light sources often gives out before I accomplished the safe opening. I solved this problem when I went to a medical equipment auction and purchased an AC scope that mounted on the wall and plugged into a power source.

I mounted a magnet on the back of the scope and can attach the magnet to any safe that I am working on, thus assuring that I have a continuous, uninterrupted light source that will last as long as the job does.

> **Bob Daluisio** New York

LaGard ComboGard Winner: TEN MINUTE AUDI

KEY

Here's how I generated a key in about ten minutes for a 1998

Audi 90 Series. First, I opened the trunk by pushing in on the lock cylinder and popping the trunk. If the trunk is locked, there is a release inside the car.

Next I removed the access door behind the trunk lock which was held on with one screw. After removing the screw, I pressed the tabs that release the cover. I then disconnected the two linkages to the trunk and removed the two 9mm nuts holding the lock in place. I then pushed the lock from the outside and it fell into my hand.

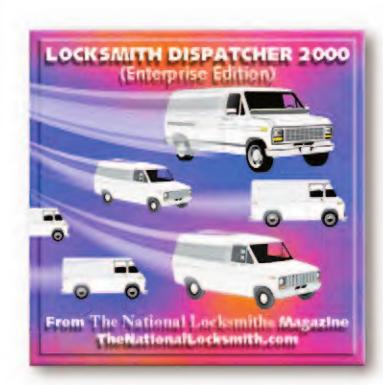
The trunk lock on this model has the code on a piece of paper that adheres to the bottom side of the cylinder. I read the code, cut the key and used Scotch tape to cover the code tag and keep it in place for the next locksmith.

This is a real time-saver and may work just as well on other Audi models.

> Thomas Surplus Illinois

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The "GRAND OPENING!" SIDE

fhis is U. S. Auto Club, roadside service. We have a vehicle opening for you at Quail Springs."

The call came in late on a Sunday evening. I was already in bed, and Don was just about to call it a day. Nothing unusual about that — in some unfathomable way, customers always seem to know the exact moment we sit down to a meal or turn out the lights, no matter how we may vary our schedule.

But something was a bit unusual about this call.

"In all the time I've worked here," the auto club dispatcher admitted, "I've dispatched a lot of lock-out calls, but this is the first "lock-in" I've ever handled."

When Don hung up the phone and started pulling on his work clothes, I opened one eye and muttered, "Whatcha got?"

"Go on to sleep," he replied. "I've got a job out at Quail Springs. Shouldn't take too long."

"A lock-out, or lost keys?" I asked.

"Neither one, actually. A retired couple has somehow managed to lock themselves in their travel-trailer."

"How in the world?"

"That's all I know." Don replied.

The next morning, I eagerly awaited Don at the breakfast table, so I could hear the rest of the story. He didn't disappoint me.

The man - I'll call him "Joe" - had recently retired from a large utility company, out from Houston. A year ago, he had come with friends to hunt birds in the Uvalde, Texas, area (where we live). Hunting was so good, he decided to come back this year. Only, this time he wanted to bring his wife along. They'd been thinking about buying an RV for some time, so they decided to do it now and drive it over. What they wound up with was a forty-foot motor home!

Neither of them had any prior experience with motor homes, but this didn't deter them. Joe got the appropriate driver's license, they made their purchase, stocked it with



by Sara Probasco

food, beverages, and other vacation comforts, and headed west. Once they reached Uvalde's Quail Springs RV park and pulled into their designated slip beneath the spreading oak trees, details blur a bit. Joe remembers setting out a couple of lawn chairs and a small cooler full of sodas and beer near the bar-be-que grill at around five o'clock that evening. Then he went back inside the motor home for something. His wife was inside, too, fixing a little snack to take outside with them. They were both anticipating a couple hours outdoors, relaxing in the quiet, park-like atmosphere.

Wrong!

When Joe started out again, the door wouldn't open. He wriggled it and jiggled it, and still it wouldn't budge. He pushed and kicked, to no avail. He pried and hammered at it, but nothing happened except a sharp rise in his blood pressure. Exhausted and more than a little frustrated, Joe sat down to think things over.

Now, Joe had never been a believer in roadside assistance services. He'd always been pretty self-sufficient, and considered them beneath his dignity. But his wife finally convinced him to pick up their cellular phone and call.

"After all, it comes free with the motor home. Why not use it?" she urged.

Finally, after exhausting all other rational ideas — and a few that weren't quite in that category — Joe gave in.

"Where are you located?" the dispatcher asked.

"At Quail Springs, "Joe replied.

"Where?"

"Quail Springs. On U.S. 90, just west of Uvalde," Joe said, growing a bit impatient.

"Could you be more specific?" the dispatcher asked.

"Wait a minute, where are you?" Joe asked the dispatcher.



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66 anta Monica, California," was the reply.

"Oh, my word! I knew it! I'm doomed!" Joe moaned. "I'm stuck inside my own motor-home with no way to get out, and nobody knows where I am!"

When the auto club contacted us, they put Joe on conference-call mode with Don, who reassured Joe he knew exactly where he was and would be right out to help him.

"Well, what was wrong with his door lock?" I eagerly asked over breakfast.

"Pilot error," Don replied. "He just didn't know how to work the sliding door lock. Apparently, one of them had unknowingly pushed it to the locked position, which covered the little red arrow that showed the direction to push it for locking. Being unfamiliar with the motor home, they didn't know how the slide lock worked, and they simply overlooked it in trying to force the door open."

"So, how did you get it open from the outside?"

"Simple. I got him to hand me his keys through a window, and I used

them to unlock the door from the outside," Don said.

"You're kidding, right?"

Don shook his head between sips of coffee. "Nope."

"Why didn't he think of that, himself?" I asked, incredulous.

"He might have, eventually. In fact, I think he had already considered it, but was either afraid to give his keys to a stranger, or didn't want his camping neighbors to know his predicament. He'd about decided to try climbing out a window and opening it, himself, once it got good dark."

"Why wait until dark?"

"Well, the windows were all pretty small, and it wasn't going to be easy to squeeze through. He was embarrassed enough about the whole situation, without risking having the other campers watch that spectacle."

"So, he'd rather pay for a late-night locksmith call than suffer a little well-earned embarrassment?"

"You forget, he didn't have to pay for my services. The auto club did."

"True, but still...."

Later that day, Joe appeared at our store. He couldn't get one of the locked compartments inside his motor home open, and wondered if Don could help him.

"This is the key that's supposed to open it," Joe insisted.

"Are you sure?" Don asked.

"Yeah. It's the key I locked it with earlier. Only, now it won't open it."

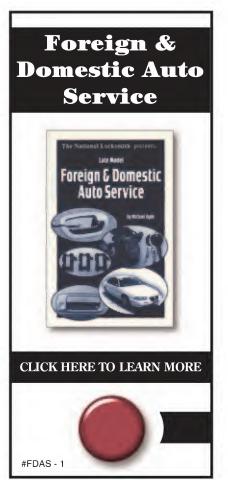
Don sent Rickie out to take a look at the lock. Rickie slid the key into the keyway and gently turned it, opening the compartment.

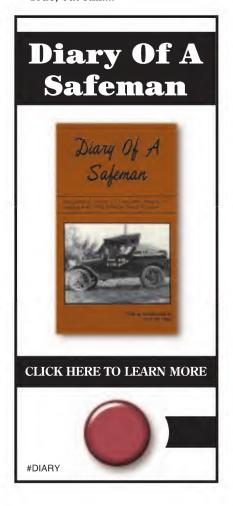
"Well, I'll be!" Joe exclaimed. "I twisted it and turned it, thought I'd break the key off, trying to get it to open. How'd you do that?"

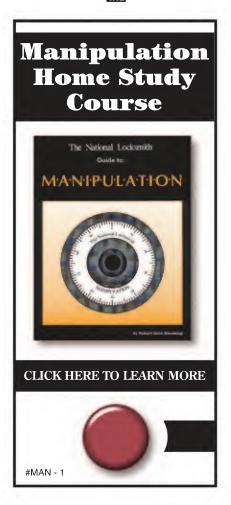
"Magic!" Rickie replied, his smile sparkling. When Joe reached for his billfold, Rickie held up his hand in protest. "No charge," he said.

"Welcome to Uvalde! And y'all come back real soon, now, y'hear?"

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A Peek at Movers & Shakers in the Industry

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Locksmith CEO Runs **MUL-T-LOCK**

Avraham Bahry has every reason to be proud. Twenty-five years ago, he spent his time working at a locksmith's bench; today, he is the CEO of MUL-T-Lock, a \$100 million corporation with over 1,000 employees, which he founded in 1972.

It all started with an ingenious fourway locking device. The company that was set up to manufacture this device took off, and in 1997, MUL-T-LOCK had a turnover of \$100 million. Its products are marketed in over 100 countries, and its wide range of

security devices are utilized by more than 80 million users.

Bahry believes that part of the success of his company is due to its humble beginnings. "We produce locks which are designed by a genuine locksmith," he explains. "This

means that, in a sense, our products are custom-made, since we know the exact needs of our customers."

While burglars like to crack locks, MUL-T-LOCK ensures that cracking their locks is not easy. They continually develop new products that will be harder and harder to penetrate. "Our management knows the trade of

locksmithing and how locks should be used," Bahry says. "This makes for better, more practical products as well as maximum security."

Owners of MUL-T-LOCK systems can rest assured that MUL-T-LOCK makes the most technically-advanced mechanical locking devices, and this has the added advantage of deterring would-be burglars.

The company is not a typical hightech organization, but it is a highly sophisticated developer of precision mechanisms, which are produced with state-of-the-art machinery.

A Wide Range of Security **Products**

MUL-T-LOCK was established to produce innovative, high security locks for domestic use in Israel, and as part of its international expansion, it has set up a subsidiary in the United States, MUL-T-LOCK USA, Inc. The company has designed high security

products for institutional, commercial and residential use, and original devices for safeguarding vehicles. It has also developed high quality locking devices, heavy duty entrance doors, security cylinders and padlocks.

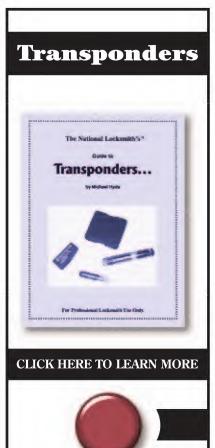
> MUL-T-LOCK is comprised of four main divisions, with each division responsible for its R&D, production, marketing and finances.

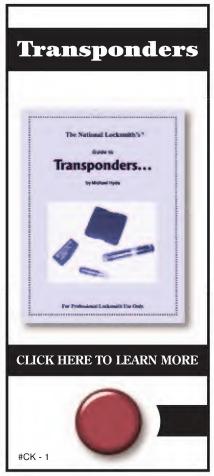
Steel doors, incorporating the special four-way locking system, are designed and produced in one division. This division makes special decorative doors, "velvet gloves" which hide a "fist of steel," and manufactures garage doors and blast-resistant doors and windows.

Avraham Bahry, CEO A separate division develops and manufactures locks, cylinders and padlocks, while locking systems for vehicles of all sizes and shapes are developed and manufactured in yet another division. A fourth division designs and builds the sophisticated machinery many companies use for the production and assembly of their products.

> MUL-T-LOCK has come a long way since its founding, and is now a leader in its field. Avraham Bahry wants to keep it that way: "We intend to retain our technological lead, by closely monitoring customer needs and adjusting our designs accordingly."

> MUL-T-LOCK is well established in the United States, the United Kingdom, and France, and is exploring the possibility of starting similar companies in other countries. "We intend to further expand our sales overseas, by setting up companies in certain key markets," says Bahry. "In this way, we will be able to create products that meet local





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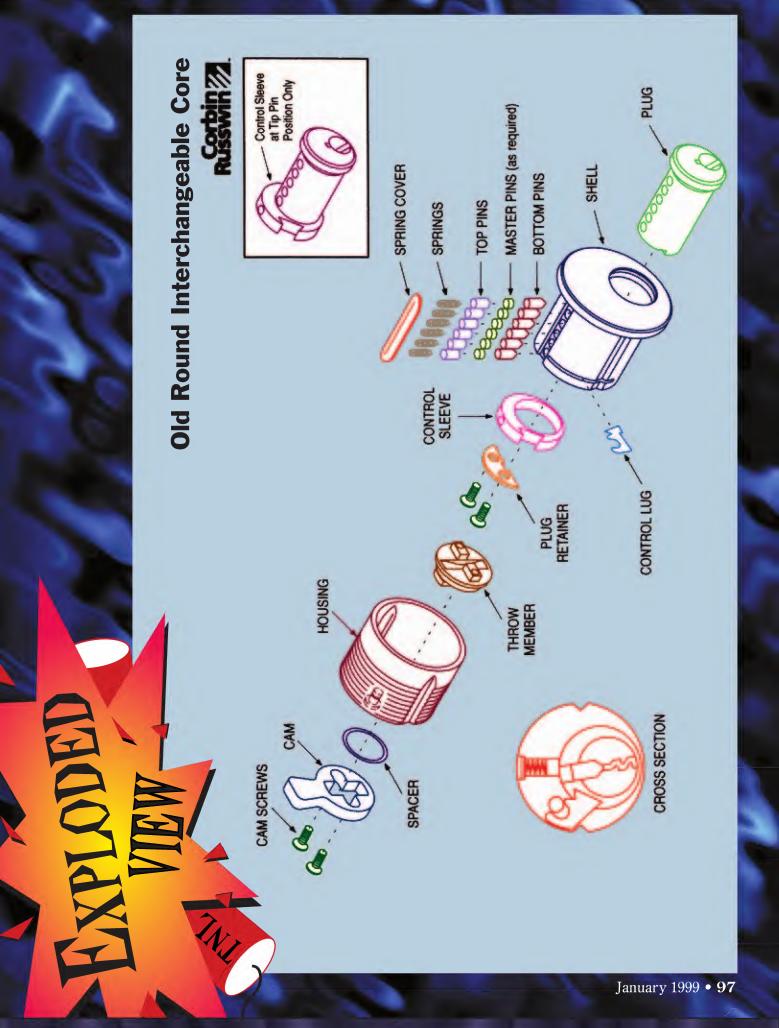


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Old Round Interchangeable Core

listory

This cylinder was made between 1964 and 1971. The line consisted of 5 and 6-pin rim and mortise cylinders. Cores were interchangeable between them, provided the number of pins was the

Combinating a Core

The plug diameter is .509", regardless of the key class. Use the same build-up and top pins in the control chamber of this core as you use in the control chambers of the modern figure-8 core. All other chambers use a standard .171" top pin.

Master Keying Rules

If you must rekey a system of these cylinders, there are special rules to follow. This system pre-dates System 70, so all rules and examples are given in the old 10 depth system.

Rule 1: Select the TMK and control bittings to be identical in all but the control position at the tip.

Rule 2: TMK: The deepest cut possible at the tip of the key is preferred.

ably 3 increments shallower than TMK:

Rule 3: Control key: Tip cut prefer-

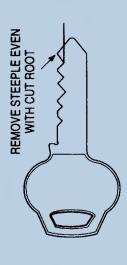
бххххх 9ххххх	xxxxx5 xxxxx8	7xxxxx 0xxxxx
CTR TMK	CTR	CTR
Russwin D, H and N	Russwin 981 Class	Corbin (Tip to bow!)

Rule 4: Change key: Tip cuts minimum 2 steps away from the

control cut.

Rule 5: Don't use either of the last two chambers for construction master keying.

Rule 6: Remove the steeple after any cut in the last position which is deeper than the control key. This prevents operating keys from removing the core.



Limitations

When setting up a keying system for these cylinders, the key bitting array (KBA) only has three progression possibilities in the control chamber.

There are only three possible paradigms for each of the three key classes used with these cylinders:

Corbin 981 D, H, N	9 8 0	1 B 0 3 1 2 5 3 4
3	Control	Progression Possibilities

Control	Progression Possibilities
၈၀	1 6 8
+ 8	88 6
2	0 5 7

Control	5	ကဆ	9
Progression Possibilities	8 3 +	B + 9	0 2 7



Quick Enfry by Steve Young



1995-98 HONDA ODYSSEY

The Honda Odyssey — the first mini-van built by Honda — was introduced in 1995. (See photograph 1.) In 1996, Isuzu began selling the same vehicle as the Isuzu Oasis.

All of the locks on both the Odyssev and the Oasis are coded. This makes the process of generating a key relatively easy. In many cases it is possible to get the code number from the glove compartment lock. Transponder security systems began appearing on some of these vehicles in the 1998 model year. The transponder system used by Honda cannot be considered "locksmith friendly." This system is designed to be serviceable only by Honda dealers. A special programming tool, which is only available to Honda dealerships, is required to program additional or replacement keys into the system.

When a new vehicle is delivered, the customer is given a special red key that is used only for programming purposes. This key is never to be used unless the Honda programming tool is already attached to the vehicle. If the customer ever attempts to start the vehicle with the red key, it will damage the programming in the vehicle's computer. The result will be that all of the existing keys will no longer operate. At the present time, the only way that locksmiths can duplicate keys for transponderequipped Honda products is by way of a transponder cloning device such as the Jet ETD-1 or the Silca RW-100.

These mini-vans are equipped with vertical inside lock buttons. A soft plastic tube shields the linkage between the button and the latch. To unlock the vehicle, begin by wedging open the weather-stripping at the base

1. The 1995
Honda Odyssey.



2. Wedge door just forward of inside button.



3. Tool is around the tube and linkage.



4. Pull forward on the tool to open.

of the window on the front door, just forward of the inside lock button. (See photograph 2.) Insert the TT-1017 tool into the door so that you can grasp the linkage from the outboard side of the door. Lower the tool into the door and guide the tip of the tool to a point below and slightly to the rear of the inside lock button. Probe with the tool while watching the lock button for movement until you hook the tool onto the plastic tube around the linkage. (See photograph 3.)

Pull forward on the tool to get a grip on the tube and the linkage rod. Pull upward on the tool to raise the inside lock button. (See photograph 4.) While holding the button up, use your other hand to open the door. If you release the linkage before opening the

Quick Reference Guide

Vehicle: 1995 -98 Honda Odyssey and Isuzu Oasis

Direction Of Turn (passenger side):

Counterclockwise

Tool: TT-1017

Lock System: 8-Cut Honda, Wafer Style Tumblers **Code Series:** 5001-8442

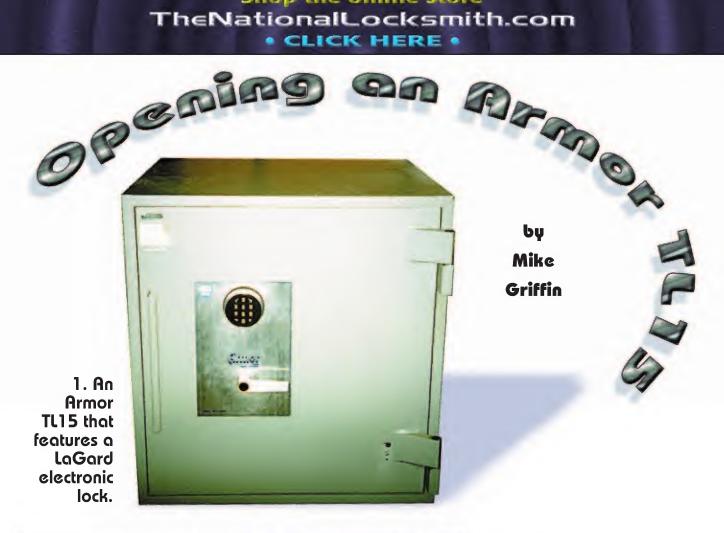
Key Blank: Ilco/Taylor X214, Silca HON58R, Curtis/EZ HD 103

Note: Optional transponder system added in 1998 - programmed by dealer only.

door, the plastic tube will often pull the lock button back down into the locked position.

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recently purchased two plate body Armor TL15's from a local liquidator. Both safes were locked closed and both featured LaGard electronic locks. (See photograph 1.) Notice the unusual mounting of the handle which is shown in the locked position.

When opening a plate body safe I would normally utilize either a top or side drilling, scooping the change key hole. But, with a LaGard electronic lock present, this was not possible.

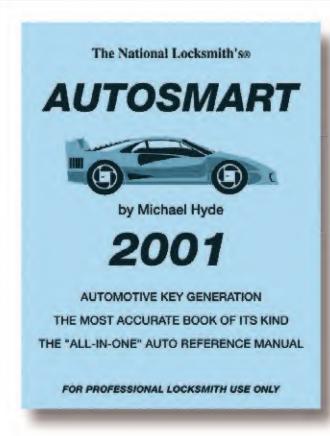
First, I scoured through my library of McOmie Books and National Safeman's Organization (NSO) magazines. The closest thing I could find to this safe was in The National Locksmith Guide to Safe Opening Volume II, page 34, which is a square door Armor. Having identified this, I was relatively sure it had a glass relocker and a two stage locking bolt

2. I used a 3/8" drill bit attached to a magnetic drill.

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AutoSmart

A MUST for every locksmith!



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January 1999 • 109

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system. I was relatively sure a LaGard swingbolt lock was also present.

I decided to drill from the side and side punch the swingbolt.

enetrating the safe body with a 1/4" drill bit first, I then used a 3/8" drill bit attached to a magnetic drill. Drilling with this setup was no problem at all. (See photograph 2.)

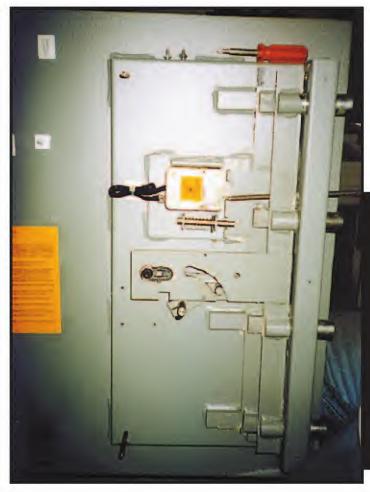
The drill point for side penetration on the swingbolt was 11-1/8 down from top of body and 3" from the front of body back. (See photograph 3). This puts you perfectly between the two stages of the boltwork.

Once the safe was drilled I used a 1/4" steel rod that I tapered to a 45° angle to retract the swingbolt. I use this angle so that it would push the swing bolt up and back out of the way. (See photograph 4.)

as you can see in *photograph 4*, we had incorrectly identified the safe as having a two stage boltwork and a glass relocker. Oh well, I got it open and that's what counts.

This means of attack worked extremely well on this safe and would have worked on a two way bolt system as well.

TNL



The National Locksmith Guide to: Picking and Impressioning The National Locksmith Picking and Impressioning The National Locksmith The National L

Picking & Impressioning

Here is the most complete book ever published on picking and impressioning locks! You will have everything you need to know about how to open almost every kind of lock that can be picked.

CLICK HERE TO LEARN MORE



4. I used

steel rod

45° angle

to retract

a 1/4"

with a

swing-

bolt.

the

#PI

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Yellow Page Usage

by Larry Small

ccording to the Yellow Pages Publishers Association, U.S. consumers consult the Yellow Pages Locks & Locksmiths heading an estimated 38 million times each year. A total of 144 million ads are referenced in the Locks & Locksmiths section during the course of a year. The most frequent products/services consumers are looking for under this heading are:

Unlock Car/Lock 29.4%

Car Keys/Locks 17.6%

Change/Fix Locks 23.5%

Keys Made/Changed 23.5%

Reference to Ads:

During the average reference to the Locks & Locksmiths heading:

76% of users look at one or more Yellow Page ads.

5.0 ads are referenced.

84% of users had a decision to make at the time of the reference (either did not have the name of a specific business in mind or had on one or more names in mind.).

84% of consumers feel there are not enough or just the right number of ads in the Yellow Pages.

Actions Taken After Reference

After referencing the Locks and Locksmithing heading, an average of 83% of consumers contacted a business either by phone, mail, or in person. Of those making a contact, 88% contacted a business listed in the Yellow Pages,

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with 56% of those users contacting one or more establishments seeking information and assistance. 66% of consumers make a purchase after referencing the Yellow Pages. Of those making a purchase:

90% make a purchase at a place seen in the Yellow Pages.

74% are new customers to where the purchase was made.

How to Create A Successful Yellow Pages Ad for the Locksmith Industry

By: Larry Small, Vice President, Marketing Services

Advertising is a tricky thing. What catches the eye and what pricks the ears is subjective at best. And, yet, every day in our living rooms watching television, in our cars listening to the radio, at work reading the newspaper, in a doctor's office where we pick up a magazine in the waiting room, we are bombarded with thousands of images, each one vying for our attention and trying to convince us to spend our hard earned dollars.

Some of these images work and some don't.

As business people who rely on advertising to bring in customers, understanding this tricky and subjective equation can seem daunting.
But, this

Allright understanding is essential for 645 N Ga every member of the American L 19 E Main SI locksmith industry, especially when each Arlo's Lock She 1832 S Lake St year, 37.6 million references are made to the "Locksmiths" listing in the Yellow Arnie Pages, making it Service & the 85th most referenced heading 24 Hour Sen (out of COMMERCIAL . INDUS 4,200). Fully equiped mobile va VISA • Mastercard • Discover • Al 1-800-334-8464 Big Bob's Lock-O-Rama Big Bob's Lock-O-Rama
Strian Ave Rosel (512) 456-8366 CRS Lock Supply CRS Lock Supply
1200 S Plaza Dr Schmbro . (512) 456-7823 Comprehensive Lock Services Inc. Comprehensive Lock Services Inc. Done Rite Key & Lock Service Done Rife Key & Lock Service

1 Service

1 Service

1 Service

1 Service

1 Service

1 Service Franko's Locksmithing 1875 Main St Hasca Fast Lock Service 24 Hour Service ······(678) 534-4278 RESIDENTIAL · COMMERCIAL FOREIGN & DOMESTIC CARS Bonded · Insured VISA · Mastercard · Disco

TheNationalLocksmith.com

Moreover, according to a recent usage survey, 18 percent of American adults refer to the Yellow Pages every day. The average adult refers to the Yellow Pages an average of 1.8 times a week. There are 18.6 billion Yellow Pages references made every year.

In 64 percent of locksmith references, consumers have no name, or two or more store or business names in mind, and report that what they see and read in a Yellow Pages ad will influence which business establishment they choose.

learly customers are using the Yellow Pages when they are looking for a locksmith. But, what makes a prospective client choose one Yellow Pages ad over another? Here are some tips to creating a successful Yellow Pages ad, tips that could make the difference between gaining just a handful of new customers—or hundreds.

Ad Flow and Design:

- A successful design draws the reader's eye directly to the ad.
- Keep the reader's eye heading directly toward the business' phone number.
- Vary the size of the type to keep the reader's interest and don't use a type style that is too ornate or distracting.
- Highlight with reverse type, especially for the company name and phone number.
- Make sure your ad is clean, uncluttered and easy to read; make use of white (or, in this case, "yellow"!) space.

Headline:

- A successful headline is catchy and draws readers to your ad.
- Make your headline funny, or bold, or in the form of a question.
- Make your headline act as a quick identification for customers referred to your business.
- Identify the single most important feature of your business that sets you apart from the competition and highlight it.

Copy:

- Because you are competing for the reader's attention as well as for space, keep your copy succinct and to the point.
- Emphasize the benefits of your product or service.
- Specify brand names and areas of

specialization and emphasize information that sets you apart from the competition.

- Include vital information such as location, hours, parking, credit, etc.
- Give special attention to your phone number.

Color:

• When used, color can enhance your ad and creatively illustrate your product.

Logo.

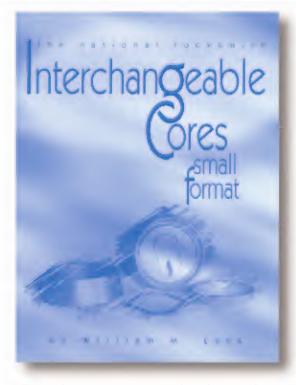
• If you have a distinctive logo, use it to gain attention for your ad this also

encourages people to associate your logo with your business.

Illustrations:

- An illustration is one of the most effective ways to attract attention to your ad.
- Use large, graphically pleasing images.
- Use illustrations to display your products or services.
- Use an illustration to break the border for added visual interest and appeal.

IC Cores: Small Format



Everything you ever need to know about how to sell, service, install and troubleshoot interchangeable cores!

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• Illustrations should always point to your ad, not your competitors ad

Borders:

• Borders can be very effective, especially if all of the other ads on the page use a bold or a hairline border and you choose the opposite.

Using Spot Color, Process Color, and White Knockout:

• These ads capture attention regardless of ad placement on the page. The illustrations look more realistic. Ads that use these techniques, make strong statements and stress unique selling points. These ads can also convey prestige.

Print ads are naturally the most common form of Yellow Pages advertising. But, just like many other industries, the Yellow Pages are keeping up with technology and have gone online. The rules for creating a successful online ad for your locksmith business are much the same as those that apply to print. However, some unique tips do apply:

Keep it Simple:

• By keeping it simple and by making sure you can continually modify your

site, you will save money, prevent confusion and avoid future delays.

Satisfy Seekers and Explorers:

- "Seekers"— users looking for specific information— will impact your bottom line the most. Sell to them directly, give them information fast and make it easy.
- "Explorers" need entertaining designs and content to keep them interested, not just products and descriptions.

Narrow your focus:

• Apply what you know about your offline customers and then add in your Web-user demographic information.

Reach out to the individual:

• Give e-mail links, ask for opinions about your site, exchange information and communicate with your individual customers.

Be creative and communicate in fun, original and succinct ways:

• Show your company's personality, while keeping your sentences short and the content flowing. Don't force too much detailed information on users; if they want it, they will link to it.

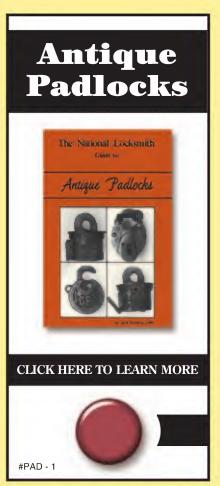
Reduce download time:

• Hold your graphics to 30k of less per page so that users don't get frustrated due to slow download time. Graphics that don't detail a concept should be kept particularly small.

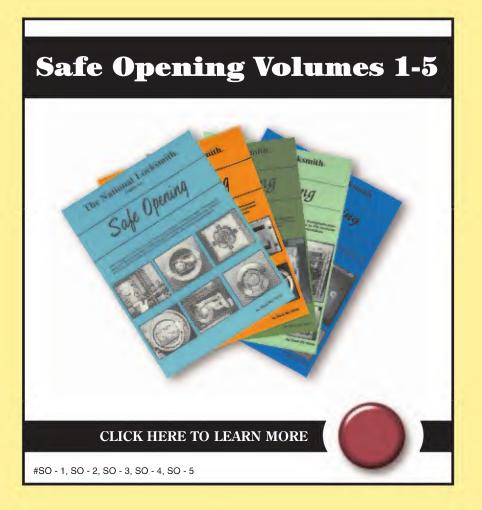
Use external links:

• Links to related sites serve to strengthen the impact of your site. And, providing industry-specific links is a very simple way to dramatically increase your hit count and generate goodwill.

he Yellow Pages are a powerful and indispensable advertising medium. Consumers rank the Yellow Pages as the most informative method of advertising, ahead of television, radio, newspaper and direct mail. Indeed, you would be hard pressed to find a home or business in America that doesn't have one, if not several, well-used directories conveniently located near the phone. With the average adult referring to the Yellow Pages approximately 1.8 times a week, and with more than 18 billion Yellow Page references made every year, advertising in the Yellow Pages is clearly a must for those who don't.



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BUSINESS BRIEFS

HPC Give-Away Winner

HPC, the producer of CodeSource and other cutting-edge software

are to target professional lock installers as the primary channel of distribution.

InteLock can be contacted by calling 800-562-5875



programs announced the winner of their Gateway giveaway. The winner of HPC's drawing for a Gateway computer and printer wan announced in November at a locksmith association meeting held at Hans Johnsen Company in Dallas, Texas. The winner was Jerry Glass of Glass Repairs, Inc. The computer and printer were presented by one of HPC's Texas Sales Representatives, Mike Clark of Clark & Shuck Associates.

BridgePoint Holdings, Inc. Acquires InteLock Technologies

BridgePoint Holdings has announced the acquisition of InteLock Technologies from Vista 2000. BridgePoint produces and markets advanced access systems based on smart card technology.

Thomas Corder, President of BridgePoint, stated that InteLock/BridgePoint group is positioned to be a leader in the access control industry. According to Corder, a number of new products are on the drawing board for introduction in 1999. Plans

Aiphone Intercoms at Security Lock

Security Lock Distributors now stocks Aiphone products at all of the company's distribution centers. Aiphone is the first intercom manufacturer in the world to receive ISO 9001 certification. Their intercoms and accessories are used extensively in homes, offices and industry for locating and communicating with personnel as well as access control and emergency contact.

For more information call: 800-847-5625, Fax: 800 878-6400, E-Mail: SECLOCK@IX.NETCOM.C OM, Web: http://www.seclock.com.

DORMA Group North America

To further strengthen its ability to provide greater breadth of product, DORMA announces the establishment of The DORMA Group North America, a new umbrella marketing visibility that will encompass several DORMA operating units. The announcement follows DORMA's sale of all assets associated with its American Device line of postal specialties to the Florence Corporation, Chicago.

Curtis Industries Internet Order Tracking

Curtis Industries announces the availability of a new Internet based Sales Order Delivery Tracking System.

This new service will allow a customer to access the Curtis web site (www.curtisindustries.com) to check the status of any UPS shipment from Curtis.

The customer can view all shipments or can look at a specific shipment by means of their purchase order or invoice number to track a shipment at any

time when it leaves Curtis' warehouse until receipt.

Safemasters Web Page

Safemasters Co. Inc., has replaced their web page with a new and improved page with additional information about their locations, products and services. Their web page address is the same www.safemasters.com.

Safemasters Corporate Office is at 2700 Garfield Ave., Suite 200, Silver Springs, MD 20910. Phone number 301-608-9000.

Roto Zip's Web Site is Up and Running

Roto Zip Tool Corporation invites users to learn about their Spiral Saw products on their newly introduced web site: www.rotozip.com. Future plans for the site include on-line product registration, chat sessions with industry experts, a Quick Reference Guide to tool use, and interactive displays.

For more information call: (877-768-6947), fax: 800-266-4290, web site: www.rotozip.com.

LOU-MISS Locksmiths Support Local Charity

The Louisiana-Mississippi Locksmith Association held their 30th anniversary convention in Jackson, MS, September 24-26. When the convention was over and the members returned to their homes, they left one Jackson charity a little more secure.



Paul F. Chandler put together a two-day access control class that included an actual system installation. Working through the United Way, Mr. Chandler was able to make arrangements with



Ms. Beneta Burt of the Jackson Urban League to use her offices as a "laboratory" for his class. Equipment was generously donated by Security Door Controls (SDC), International Electronics (IE) and IDN-Acme, Inc.

KEY CODES

Daihatsu Series D0001-D2000

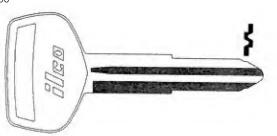
Manufacturer: Daihatsu Code Series: D0001-D2000

Key Blanks: Curtis: TR40 IIco: X174 IIco EZ: TR40 Jet: TR40-NP Silca: DH4R **Number of Cuts: 8** M.A.C.S.: 2

D1

Key Gauged: Shoulder Center of First Cut: .098 Cut to Cut Spacings: .183 **Cut Depth Increments: .027**

D40



D79

Spacings: 1 - .098

2 - .181 3 - .263 4 - .346

7 - .594

8 - .677 Depths: 1 = .326

2 = .2993 = .2714 = .244

D157

32444331

5 - .429 6 - .511

> Cuts Start at: .098 Spacing: .083 **Block #:** 5 Depth Increments: .277

> > **Curtis:** Cam-Set: DC-50 Carriage: TOY-50X

HPC 1200CMB:

Jaw: A

Jaw: A

Framon:

HPC Punch:

Punch: PCH-47

Code Card: CF88 Cutter: CW-47MC

Gauge From: Shoulder

PCH Card: PF88L, PF88R

HPC CodeMax DSD #: 247

A-1 Pack-A-Punch: PAK-T2

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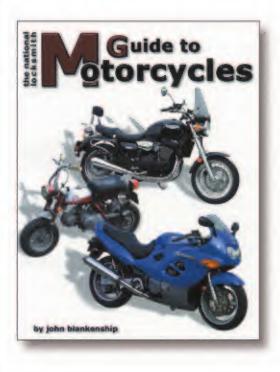
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Continued on page 120

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Continued from page 118

Daihatsu Series D0001-D2000



Guide to Motorcycles

For years locksmith have begged for a comprehensive service manual on motorcycles and its finally here!

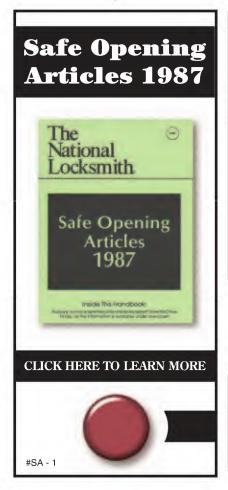
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Daihatsu Series





Daihatsu Series D0001-D2000

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Continued on page 124

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Daihatsu Series

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The Ultimate Technitips Collection



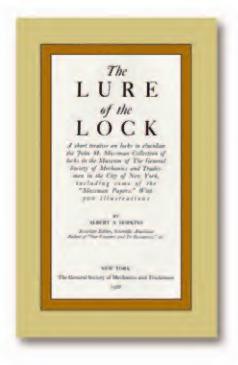
Here's one of the most useful books ever available to the locksmith!

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#TIPS - 2



Daihatsu Series D0001-D2000



The Lure of the Lock

This hardcover book, compiled in 1928, features dozens and dozens of beautiful photographs on ancient through modern locks.

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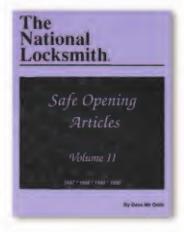
#LURE

Daihatsu Series D0001-D2000

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D1602 43343121	D1636 42213322	D1670 33443124	D1704 12213233	D1738 33111334	D1771 24431124
D1603 42342122	D1637 42223311	D1671 13433111	D1705 21124334	D1739 44423133	D1772 21121324
D1604 21334424	D1638 42312422	D1672 34234212	D1706 44432324	D1740 11221342	D1773 23342124
D1605 13423211	D1639 31244442	D1673 31331242	D1707 34423221	D1741 21323312	D1774 32213134
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Safe Opening Articles



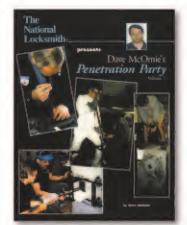
Dave McOmie's original articles from when he first started writing for The National Locksmith are reprinted in this book.

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#PP - 1

Penetration Party



- Uncensored!
- The Safes!
- The Tools!
- The Action!
- The Perfect Openings!
- The Bloopers & Blunders!
- The Slick Tricks!

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#SA - 2

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D1834 23443311

D1835 24422311

D1868 33224331

D1869 43422111

Daihatsu Series D0001-D2000

D1802 22344321	D1836 24422442	D1870 31312242	D1904 42333442	D1938 34244242	D1972 24422424
D1803 21113242	D1837 24343224	D1871 42242342	D1905 42224321	D1939 423333322	D1973 23122342
D1804 23324221	D1838 34442331	D1872 33342211	D1906 44222234	D1940 32132422	D1974 43324422
D1805 22421311	D1839 31123334	D1873 22134342	D1907 24342322	D1941 22443124	D1975 32224444
D1806 23111221	D1840 11123424	D1874 22234334	D1908 33113424	D1942 33244324	D1976 32423331
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D1813 42112231	D1847 22332342	D1881 33422334	D1915 22131324	D1949 11331321	D1983 11212212
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D1831 12213424	D1865 12344324	D1899 33224344	D1933 23243124	D1967 23444322	स्टाप
D1832 21211324	D1866 12333442	D1900 44432111	D1934 24323221	D1968 22233112	TNL
D1833 42111244	D1867 21121224	D1901 43242311	D1935 34223211	D1969 43132224	

D1936 44323121

D1937 22432344

D1970 42331331

D1971 34424432

D1902 23433221

D1903 33112334





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TEST DRIVE!

It's a common scenario. A customer of yours has rows and rows of non-locking file cabinets. Then one day an important file is missing and suddenly your customer want's you to find a way to secure all the cabinets. With the Multi-Lock swing-open security bars, that's an easy challenge.

DESCRIPTION:

Multi-Lock security bars are designed as a surface mounted locking device that will fit just about any file cabinet application needed. They are available in various lengths to fit 1, 2, 3, 4 and even 5-drawer file cabinets and meet every security requirement of the D.o.D.'s Industrial Security Manual for safeguarding classified information.

FEATURES:

Multi-Point Locking System

The outside hinge bar is coupled with a red inner slide bar that interlocks with a specially designed locking lug hinge at every drawer opening when in the locked position. This feature eliminates flexing of the locking bar when locked, eliminating any possibility of a drawer being pried open enough to retrieve a file or other valuables.

Spring-Loaded Hinge

When in the unlocked position, the Multi-Lock security bar automatically swings-open allowing clearance for unrestricted access to adjacent files. The spring-loaded hinge eliminates the need to manually swing open the bar every time access to the cabinet is needed.

New Finish Options

Multi-Lock security bars are also available in four finishes: Chrome, Cinder (Black), Sandstone (Beige) and Storm (Grey).

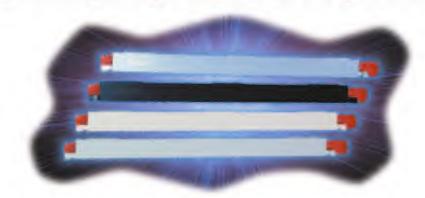
Locking Capabilities

Besides interlocking with specially designed locking lugs, the Multi-Lock

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MULTI-LOCK®

Swing-Open Security Bar



bar can be permanently locked with a simple padlock. Once locked, the padlock prevents the bar from being raised, releasing the locking lugs to open.

Permanent Integration

Once installed the Multi-Lock bar becomes an integral part of the file cabinet. Each bar is a complete unit that remains attached to the file cabinet when in either the locked or unlocked position. This eliminates the need to physically remove and store separate locking bars. Also the Multi-Lock bar will not interfere with the function of the file cabinet it is installed on or surrounding cabinets.

Installation

To install these bars requires a drill, an 1/8" drill bit and sheet metal screws or blind rivets which are provided with each bar.

At each locking lug there are two screw holes to secure the lug to the facing edge of the file cabinet. Simply drill an 1/8" hole at each location and fasten the bar to the cabinet with either sheet metal screws or blind rivets. In minutes the job is over. It couldn't be easier. Once installed, this bar is on for good.

Operation

To operate this locking bar simply lift the bar up and over the locking lugs and then slide down to lock. For permanent locking, place a padlock at the top of the bar to secure. When locked the bar overlaps the sides of the file drawers preventing the possibility of opening. To unlock, remove the padlock, lift the bar up and it will automatically swing-away allowing a clear opening for the file drawer. When the bar is open it will not interfere with the operation of adjoining file cabinets.

PRICE:

Wholesale price for the Multi-Lock security bars is \$20.00 for the one and two drawer sizes, \$23.00 for the three and four drawer sizes and \$24.00 for the five drawer size.

CONCLUSION:

These are great file cabinet locking bars. They are strong, easy to install and operate. They are also trouble free. You can't say that about locking file cabinets. With the Multi-Lock security bar about the only thing that can malfunction or break is the swing-away spring. Even if it does, it will not interfere with the operation of the unit. How many products can you say that about!

Abus Lock Co. is the sales & Marketing agent for Multi-Lock Bars. For info call: 800-352-2287.

IN SUMMARY:

DESCRIPTION: Multi-Lock security bars are designed as a surface mounted locking device.

COMMENTS: Feature a multi-point locking system, spring-loaded hinge and multiple finish options.

PRICE: Range from \$20.00 to \$24.00

TEST DRIVE RESULTS: These are great file cabinet locking bars. They are strong, easy to install and operate. They are also trouble free.